

OHIO, INDIANA, AND COUNCIL OF GRAIN EXCHANGES MEETINGS

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, JULY 15, 1914.

No. 1.

One Dollar Per Annum.  
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## The Columbus Laboratories' Service

Will give you the correct results in the buying, grading and blending of wheats. Our **complete analysis of wheat** gives you its flour and milling value. Our method of estimating gluten is the only correct way of determining the actual gluten of the flour in the wheat. Our **analyses of feeds** are accepted as standard.

We have a **complete consulting staff** and can handle any problem that may arise in your business.

We make a specialty of **water analyses** for sanitary and for boiler purposes.

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Our **school for millers** lays the foundation for a thoroughly scientific and up-to-date miller.

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## "MOHAWK"

brand of rubber belting.

Order of your building  
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Consign your Grain and Field Seeds to

# Somers, Jones & Co.

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CINCINNATI, OHIO      DECATUR, ILL.

## Give Us Your Business

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW

Price \$10.00  
At Factory.

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## Get Ready For The Corn Crop

You will need the best equipment to meet competition.

There is nothing better for corn than the **Victor Corn Sheller** and **Barnard-Cornwall Corn Cleaner**—one shells the corn, the other cleans it. They are known wherever corn is grown as the standard machines for the purpose.

The **Victor Corn Sheller** shells corn economically, efficiently and easily.



*The oldest  
most popular  
and most  
durable Sheller.*



*Has spiral  
conveyor feed  
and is adjustable  
while running.*



The **Barnard-Cornwall Corn Cleaner** has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has divided shaker, two air separations and the latest style feeder.

**ORDER NOW AND SAVE TIME**

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND**

**MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# WESTERN

## The Proof of Western Supremacy

Sales on Western Shellers and Cleaners have increased fifty per cent in the past five years. This is an unequaled record of the entire sheller and cleaner industry for this period. This record covers not only sales in this country but sales abroad as well.

There can no longer be any argument about Western supremacy. The grain trade makes its own preference—the trade determines what shellers and cleaners shall be their **first choice**, remaining with it alone to establish **leadership** in shelling and cleaning machinery.

Argue as you will the grain trade buys that sheller and cleaner which it considers **best value for the money**. The increased **sales** can only result from increased **demand**. So, these record figures prove indisputably that Western machines have been selected as a preferred investment by men who judge sheller and cleaner values. View the matter from any angle, you must inevitably return to the same conclusion.

Then consider another point: Behind the name "Western" on every sheller and cleaner stands an organization that for over 40 years has been building grain elevator machinery which has been sold on merit alone that in turn has created a business of impregnable financial permanence and stability.

Western machinery is built in one of the largest and best equipped factories in the world. This factory stands as a proof of the worth of Western machinery and is occupied to-day for just one reason—because Western shellers and cleaners sold, stay sold.

## THE WESTERN POLICY

Back of every Western sheller and cleaner is a definite, unfaltering manufacturing policy. Western engineers and designers are satisfied with only the best of everything while many manufacturers in our line are content with the cheapest grade of materials used in the construction of their product. You will find in the Western shellers and cleaners only the best grade of lumber, belting, bearings, heaviest construction of iron parts and all built by the best mechanics the country can produce.

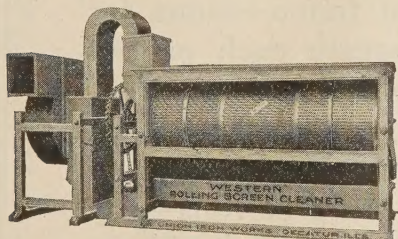
Point by point you will find that the Western shellers and cleaners are machines of distinct over-values. Western construction has not been limited by adhering to the so-called standards of the ordinary shellers and cleaners.

The average manufacturer is satisfied with the normal standards of his "price class." The Western engineers and designers forget every other consideration except quality and adopt the best regardless of cost or precedent.

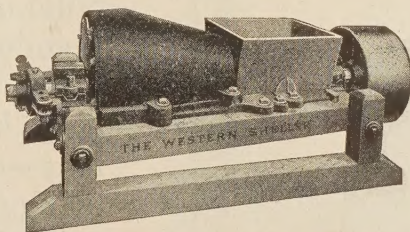
As a consequence the Western shellers and

cleaners are away ahead of the field to-day. As sheller and cleaner values go, we firmly believe that the Western are the most remarkable machines in America. And we are not alone in this belief, as the overwhelming demand for Western machines conclusively proves.

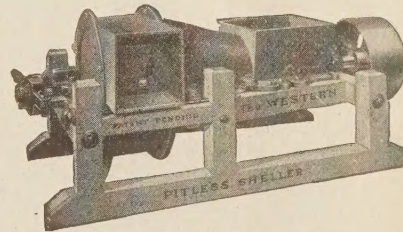
If you would be convinced, write for our complete catalogue, giving conclusive evidence of the real merits of the Western line of shellers and cleaners, our claims and guarantee together with hundreds of comments of Western operators. A postal is all that is necessary. Write to-day.



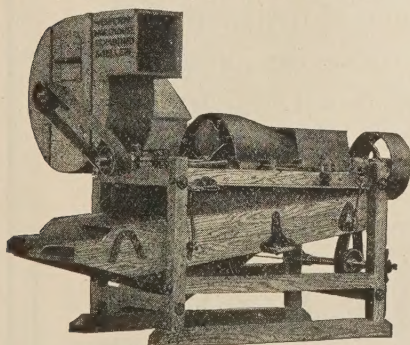
"Western" Rolling Corn Screen Cleaner



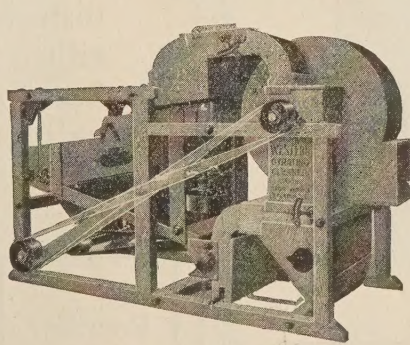
"Western" Regular Warehouse Sheller



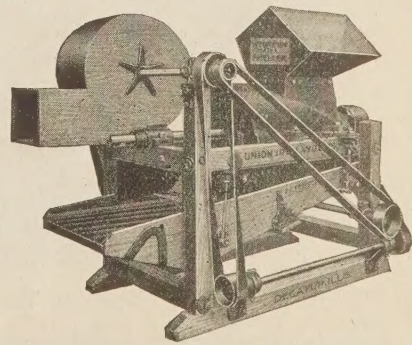
"Western" Pitless Warehouse Sheller



"Western" Warehouse Combined Sheller



"Western" Gyrating Cleaner



"Western" Mill Sheller

# UNION IRON WORKS

DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



# Beall

THE MARK OF QUALITY

## The New Rotating Warehouse and Elevator Separator

Guaranteed Without Limit

# DON'T DELAY

### Get Your Beall Today!

Every day you wait is just 24 hours wasted.

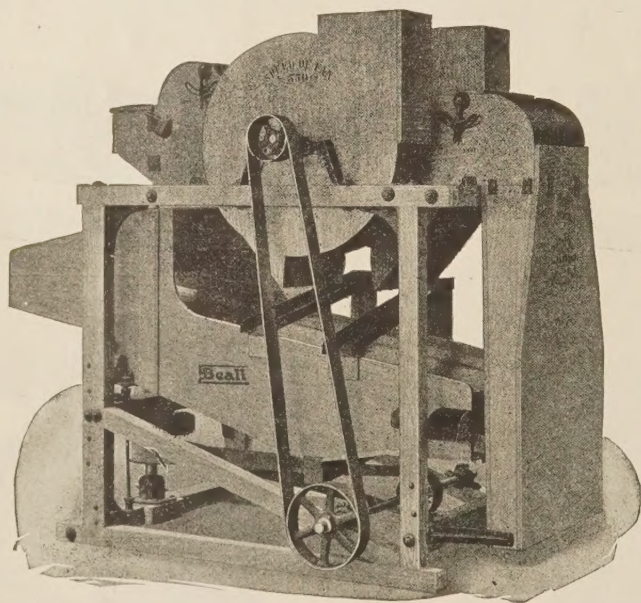
And the yesterdays never come back.

If you want to secure a premium on your grain at the market, get the highest prices possible. Don't be satisfied with a fair margin.

Delaying never makes you money. On the contrary it hinders.

Remember the new Beall is extremely simple in design, is built very strong, is thoroughly braced and will not rack. It embodies all the best features found in other makes of separators and in addition has a rotating motion, slow speed and perfect balance; has two fans working independent of each other; has a large capacity for the amount of floor space and requires a small amount of horse power for operating.

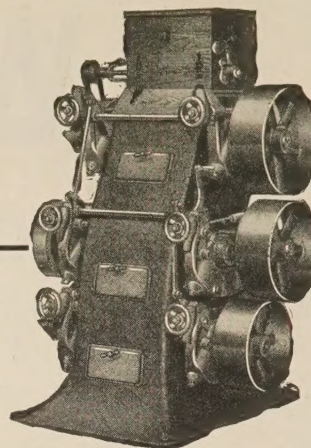
With the Beall Separator you have a cleaner that insures **service, reliability and economy**, the type of grain cleaning equipment so essential to the elevator operator's success.



Built in Ten Sizes

A Beall Book for You.—No matter what separator you have in mind buying, post yourself thoroughly by sending for our interesting booklet on the "New Beall Separator." You will find therein ample proof of the worth of our separator and the service behind it. Your copy is now ready. Write for it today.

**The Beall Improvements Co., Inc.**  
DECATUR, ILLINOIS, U. S. A.



## You Need This Mill

for grinding feed, table corn meal,  
pearl meal, linseed meal, etc.

**N. & M. CO.**  
**THREE PAIR HIGH MILL**

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

Everything  
for the  
Modern  
Mill

**Nordyke  
& Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*





# Are You Prepared For The Bumper Crop Which Is Now Here?

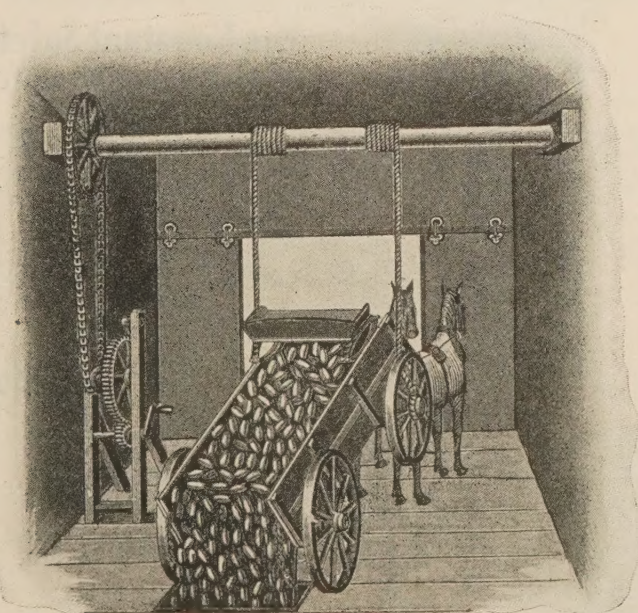
Is your plant equipped with **up-to-date time and labor saving equipment** necessary for the satisfactory and economic handling of the present crop, said to be the largest in the history of this country?

## Bigger Crops Means More Profits

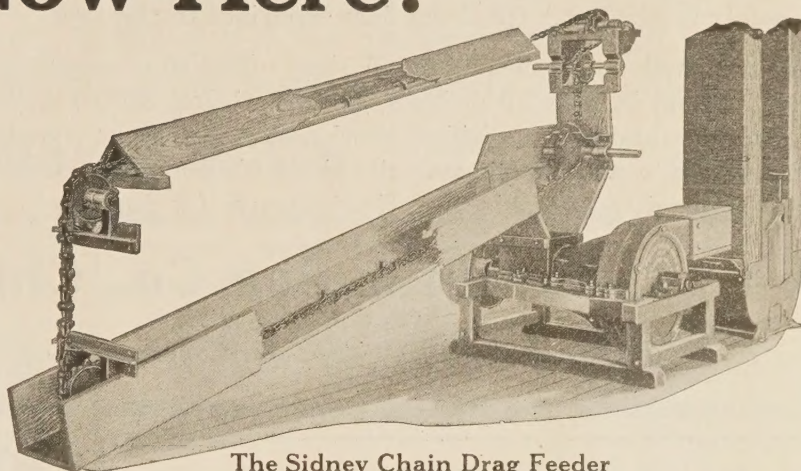
—ordinarily speaking, but not always true. Your profits depend largely upon the cost of handling your grain and operating your elevator.

A hustling, aggressive, intelligent and prosperous operator knows that time and labor saving devices and equipment will bring his operating expense and handling of grain down to the minimum. It enables him to pay better prices for grain than his neighbor operator whose operating cost with out-of-date machinery eats up the greater part of his profits. It enables him to handle a bigger volume of grain during the season and incidentally increasing his bank roll.

What you want is Dollar Production. You have got to tune your business up to meet and beat competition. But you can never bring it to a higher level of efficiency than the tools or equipment you work with. No one can prosper today by using methods of yesterday. You use many modern business necessities—telephone, typewriter, etc.—not because they are cheap to install but because they save that which you are continually figuring and fighting against—time and labor.



The Famous Smith Overhead Wagon Dump



The Sidney Chain Drag Feeder

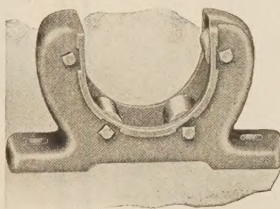
The two devices, illustrated herewith, installed in your elevator will mean prosperity and bigger profits to you.

## The Sidney Chain Drag Feeder

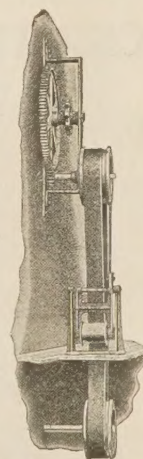
is the only satisfactory way to convey ear corn from your dump or crib to your corn sheller or elevator. This drag will also convey wheat, oats, and other small grains. No waste or mixing of grains, as the chain fits perfectly in the cast iron lining. The only drag with iron babbitted bearings.

## The Famous Smith Overhead Wagon Dump

either with wood or iron roller, is simple; requires little space in the driveway; takes up no room in your dump; can fill the dump to the floor. It is very easily installed, there being several ways of attaching power to overhead dumps, the most satisfactory being same as shown in cut. The all iron roller dump is fitted with roller bearings. Instead of a wood roller, we use a six-inch wrought iron pipe.



Roller Bearing for All Iron Dump



How Power May Be Attached

Don't fail to write for further information regarding these two devices. Also write for our complete catalogue of Sidney Corn Shellers, Grain Cleaners, Safety Man Lifts, and Elevating and Conveying Machinery. Your copy has been laid aside. Write for it today.

## The Philip Smith Mfg. Co.

SIDNEY, OHIO

Complete Stock at  
Enterprise, Kansas



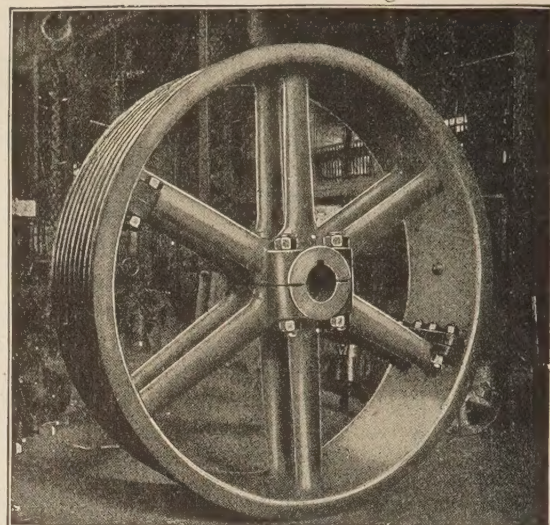
# Rope Drives

We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manilla rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

## H. W. Caldwell & Son Co., Chicago

Western Ave., 17th-18th Sts.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street



Send for Catalog No. 38.

## W. H. Small & Company

Evansville, Indiana

### FIELD SEEDS

### GRAIN

LET'S GET ACQUAINTED

Write

Send Samples

Wire

## Walls, Bins and Grain Elevators

By MILO S. KETCHUM

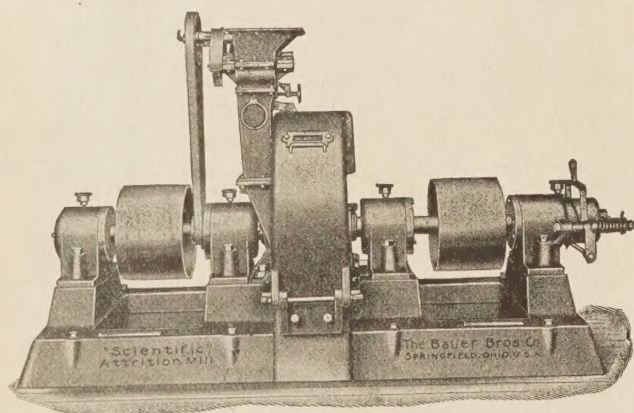
Second Edition. 556 pp., \$4.00.

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

Mitchell Bros. Publishing Co.,

431 So. Dearborn Street, Chicago, Ill.

## A PERFECT "SCIENTIFIC" BALL BEARING ATTRITION MILL



Not an ordinary mill into which have been placed ball bearings, but a machine **ESPECIALLY DESIGNED** on a correct principle. The ball bearings are dust proof and oil tight: no dust can work into the bearings and no oil can work out. There is no friction, therefore no hot boxes.

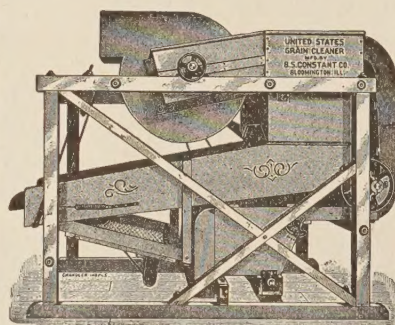
Send for information. We will gladly send Bulletin F on request.

Perhaps you are not planning to buy this week or this month—nor for several months to come. But if you secure this valuable data **NOW**, you will have the material on file for handy and immediate reference just when you do want it badly and in a hurry.

## THE BAUER BROS. CO.

SPRINGFIELD, OHIO

(Formerly The Foss Mfg. Co.)

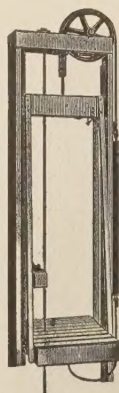


## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentric.  
Five Separations and

All the Corn Saved.



## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

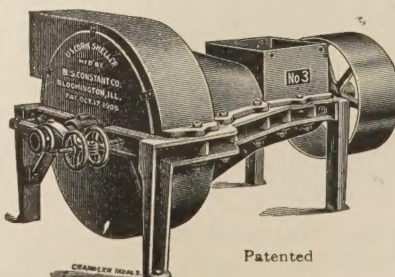
Net Price

## U. S. Corn Sheller

Fan Discharge,  
over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.

Send for a Catalog.

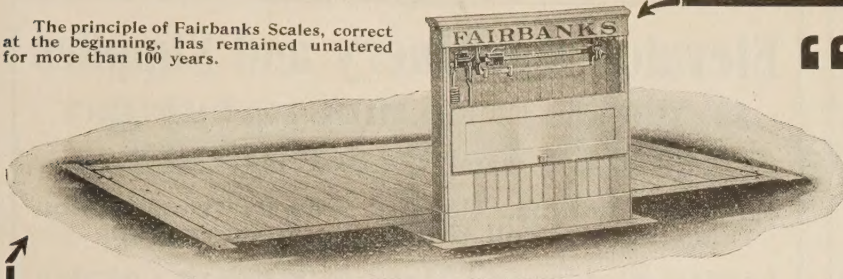


Patented

B. S. CONSTANT MFG. CO.  
Bloomington Illinois



The principle of Fairbanks Scales, correct at the beginning, has remained unaltered for more than 100 years.



special-quality steel rest on tempered steel plates inlaid in platform bearings. Friction is reduced to a minimum. The result is continued accuracy and **extremely long life.**

Let us give you particulars in Catalog 12T544

**Fairbanks, Morse & Co.**

Chicago  
Indianapolis

St. Louis  
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Kansas City  
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**"Fairbanks"**

Built with simplicity that approaches perfection.

Platform rests on four levers **suspended** from corners of foundation. Levers connect with beam in simplest possible way, eliminating unnecessary parts. Knife edges of

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

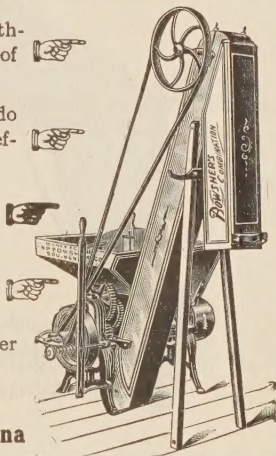
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

**N. P. Bowsher Co., South Bend, Indiana**



Determine the Exact Dockage of Every Load of Wheat

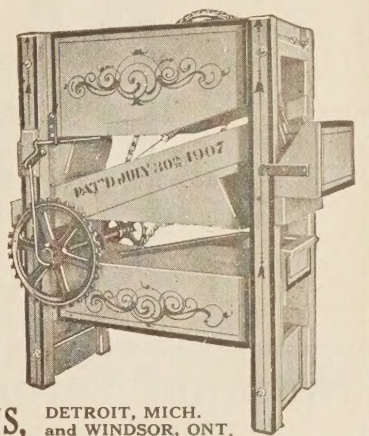
## THE EMERSON WHEAT TESTER

eliminates all guess work in dockage and saves all the wheat.

**OVER 1,500 ELEVATORS NOW USING THIS TESTER**

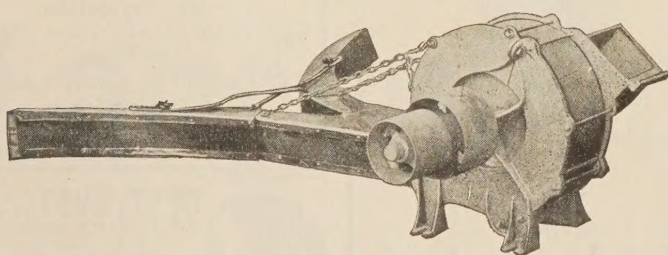
It is the most convenient and satisfactory WHEAT TESTER made. Each machine is sold with an absolute guarantee. The saving in wheat, time, mistakes and money soon pays for the EMERSON TESTER. Write today for further particulars.

**WM. H. EMERSON & SONS,** DETROIT, MICH. and WINDSOR, ONT.



## The BOSS and KING Car Loaders Pay For Themselves

VALUABLE BOOKLET FREE



## WHAT THEY SAVE FOR OTHERS THEY CAN SAVE FOR YOU

Goodhue, Minn.  
Dear Sir: I have used your car loader and will say that I am more than pleased with it, and would not be without same at any price and would recommend same to anyone wishing to buy one.

Yours truly,  
GOODHUE ELEVATOR AND MERCANTILE ASSN  
J. F. Barry, Mgr.

Hartsburg, Ill.  
Gentlemen: We have used our loader continuously the past 11 years, with some minor repairs. We have it in good shape, do not see where we could get a better loader.

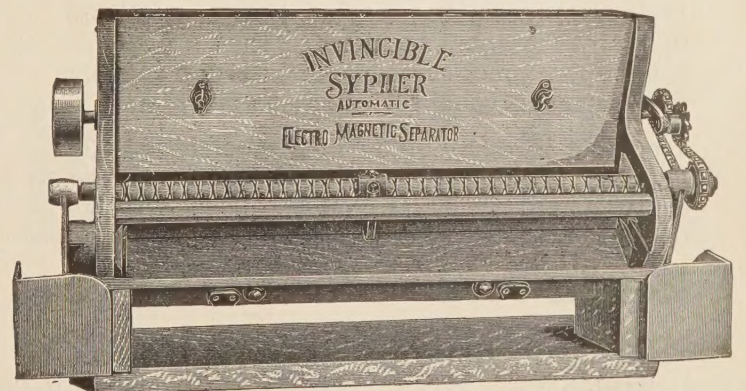
HARTSBURG GRAIN, COAL AND LUMBER CO.  
Bloomdale, Ohio.  
I have used one of your car loaders for about nine years and it certainly does the work. We can fill the cars at ends clear to roof and never need to get in the car. It is a man saver, as we never need to get in the oats dust, which is poison.

Respy. yours,  
L. R. GOOD.  
Boyd, Kan., Jan. 20, 1914.  
Gentlemen: The car loader you sold us has given perfect satisfaction. We are well pleased with it.

E. J. EVELEIGH.  
Write to your nearest Elevator Supply House for interesting booklet, or to us direct.

**MAROA MFG. CO.** Dept. A  
MAROA, ILL.

## THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



**Very Durable—Small Consumption of Current**

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

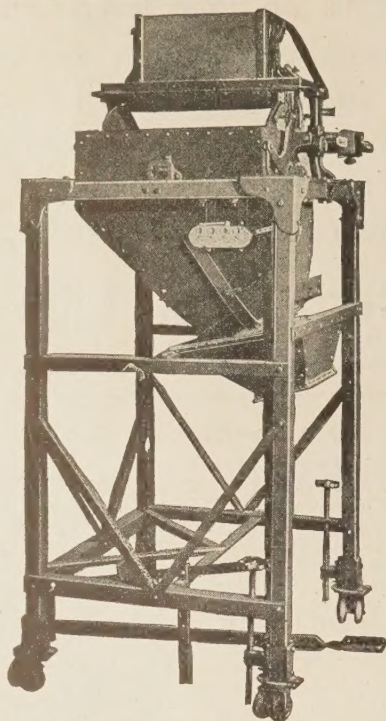
**INVINCIBLE GRAIN CLEANER COMPANY**  
SILVER CREEK, N. Y., U. S. A.

—REPRESENTED BY—  
F. J. Murphy, 234 Exchange Bldg., Kansas City, Mo.  
The Strong-Scott Mfg. Co., Minneapolis, Minn.  
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
J. J. Crofut & Co., 613 McKay Bldg., Portland, Ore.  
Chas. H. Sterling, Jefferson House, Toledo, Ohio  
C. Wilkinson, 25 South 61st St., Philadelphia, Pa.  
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Enables  
Shippers  
to  
Collect  
Claims  
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Requires  
No  
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Occupies  
Small  
Space  
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Most  
Economical  
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PORTABLE BAGGER

Write for Catalog.

No Bother  
to  
Operate  
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Never  
Gets Out  
of  
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Will Not  
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Wear Out  
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60 Days'  
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**National Automatic Scale Co.**

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## Elevator Machinery and Supplies

FLOUR and FEED MILL MACHINERY  
STEAM and GAS ENGINES

Pulleys, Shafting, General Power Transmission  
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Largest Factory and Stock in Western Country

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Something New  
Greatest Advertising  
Novelties for Conven-  
tions or General Distri-  
bution.  
Write for samples and  
prices quick.  
We carry large lines of  
advertising novelties in  
metal, leather and celluloid.

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## Are Your Freight Rates Satisfactory?

Did it ever occur to you that your competitors in many instances have rates that are predicated upon a more reasonable basis due entirely to the aggressiveness of expert traffic men?

We have in our employ men who thoroughly understand these vexatious traffic problems and are prepared to assist you in every possible manner.

### Results Produced or No Charge

GENERAL TRAFFIC ASSOCIATION, Inc.

715 14th Street, N. W.,

Washington, D. C.

## Did It Ever Occur to You

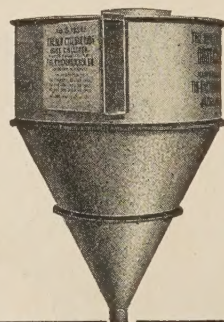
That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE

**STRONG-SCOTT MANUFACTURING CO.**

MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors



## The "Knickerbocker" Cyclone Dust Collector

**It Is 40 Per Cent**

More Efficient—With 75%  
Less Friction—That's All.

If this interests you  
write for our catalog.

The Knickerbocker Co.  
JACKSON, MICH.

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Established 1878. Alton, Illinois

Insurance on Flour Mills and Ele-  
vator Properties.

Grain Insurance for short terms a  
Specialty.

CASH ASSETS - \$473,253.91

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.  
402 Sedgwick Bldg. Wichita, Kansas.



### DUST! DUST! GIBBS

DU-T PROTECTOR is invaluable

to operatives in every  
industry where dust is trou-  
blesome. It has been thor-  
oughly tested for many years  
in every kind of dust, and is  
the most reliable protector  
known. Perfect Ventilation.  
Nickel-plated protector, \$1,  
postpaid. Circular free.

Agents wanted. GIBBS RESPIRATOR CO.,  
"B" 124 East Ave., Oak Park (Chicago), Ill.

## THE LAUSON

KEROSENE ENGINES cut your Fuel Bills in Two  
Famous for great Fuel Economy with  
Maximum Power Production, owing to  
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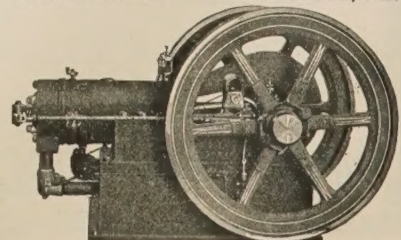
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Built in all sizes

Write for our large catalog before buying

**THE JOHN LAUSON MFG. CO.**

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**Ship Your Hay, Grain and Seeds**

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**MARTIN MULLALLY  
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We Make a Specialty of Track and Sample Sales

Handle on Consignment Only — Careful Execution of Orders for Futures

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Largest Receivers Grain and Hay in Mississippi Valley

**Langenberg Bros. & Co.**

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*Service Counts*

**Let Us Make it Count for You**



## THE HESS OUTDOOR GRAIN CONDITIONER

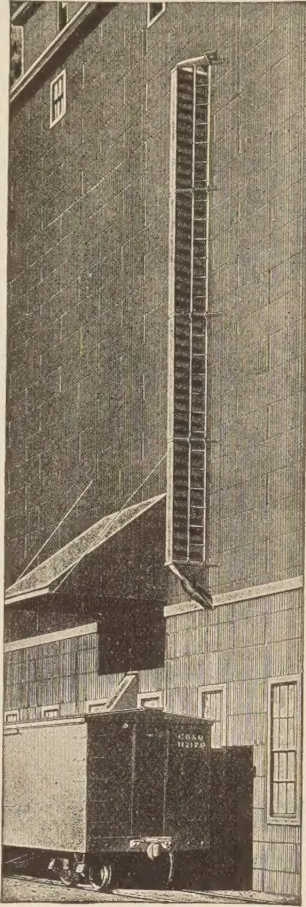
is attached to the outside of your mill or elevator. It will cool heating grain, sweeten musty or fermenting grain, cleanse and brighten dusty and dull grain, and improve the quality generally. It operates by concentration of the wind upon the grain while it is stirred and moved by gravity. No heat, no fans nor other machinery are required, and it takes up no space in your elevator. We furnish it in various sizes to meet any requirements.

The complete equipment costs \$75.00 and upward according to length. It will repay its cost many times in a single season, in improvement of grain passed through it.

### Hess Warming & Ventilating Co.

1210 Tacoma Bldg., CHICAGO

Makers of Hess Grain Driers, Moisture Testers,  
Corn Grading Sieves and Percentage Scales



## Rogers Grain Company

### ALL BRANCHES OF THE GRAIN BUSINESS

We cordially invite you to get in touch with our complete organization and experienced service for handling your business in a prompt and efficient manner.

Fifth Floor Western Union Bldg.  
CHICAGO, ILL.

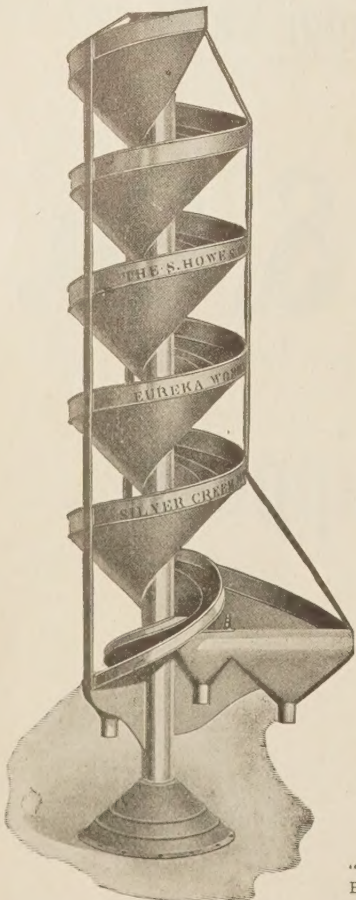
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We can furnish names of buyers who will purchase at that price, under yearly contract, all the clean mustard you can supply.

WITH the Eureka Spiral Mustard Separator, we guarantee to make a perfect separation of pure mustard from grass seeds and fine screenings. This extraordinary little machine is self-acting, requires no power whatever, and ONLY COSTS SIXTY-FIVE DOLLARS.

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A Trade Mark,  
"To Distinguish the  
Best from the Rest"



**THE S. HOWES COMPANY**  
SILVER CREEK, N.Y.



A Trade Mark,  
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Best from the Rest"

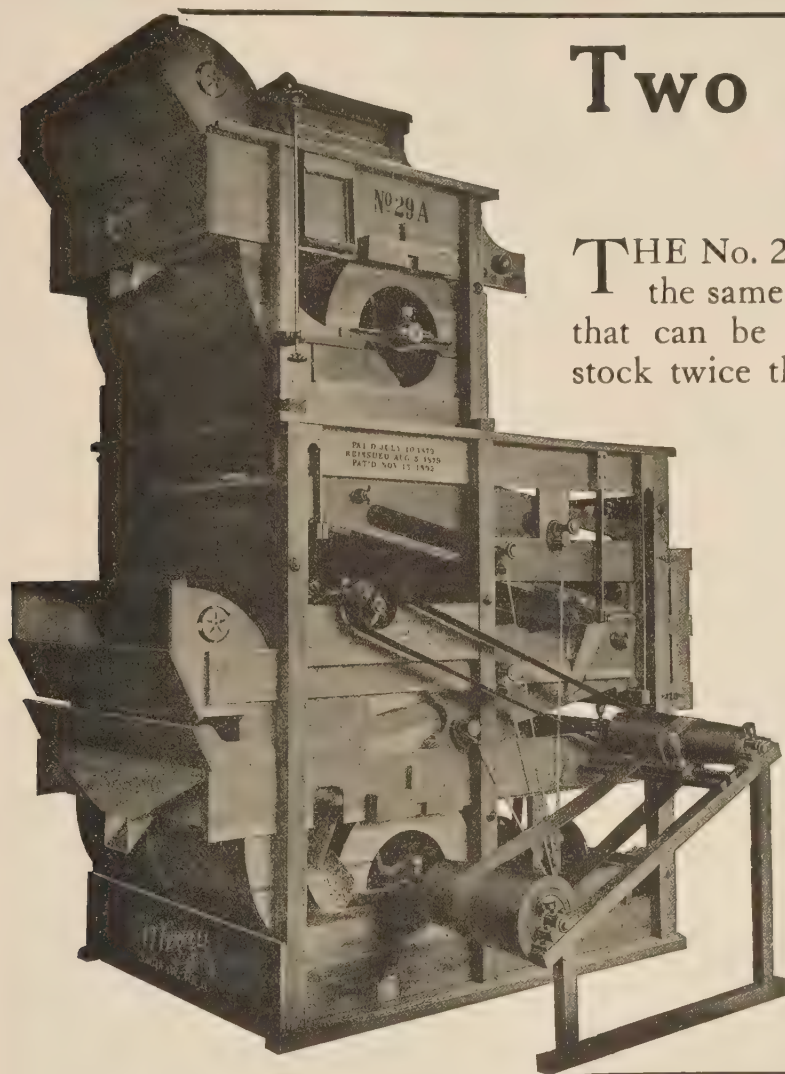
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## Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

**A. T. FERRELL & CO., Saginaw, W. S., Mich.**



The Cleveland Grain Co's Drying and Bleaching Plant at CHAMPAIGN, ILL.

The above noted plant contains an independent cooler type drier with a capacity of 750 to 1000 bushels per hour.

## REAL WORTH is bound to be recognized

The ELLIS DRIER is recognized as the highest class grain drying device in the United States because it possesses **REAL WORTH**. The real worth of the ELLIS DRIER is founded on construction features, the most important of which are possessed by no other drier in the United States. If you contemplate the purchase of a grain drier, whether for the purpose of handling the most exacting mill work where economy and efficiency mean everything or for drying Chicago River salvage, jot down the following construction features of the ELLIS DRIER and specify them in black and white.

### DOUBLE PRESSURE AIR APPLICATION

WOVEN WIRE CLOTH CONSTRUCTION  
RETURN AIR SYSTEM

THIN GRAIN LAYERS  
CONTINUOUS FEED

The lack of any one of these characteristics may mean the dividing line between profit and loss. **DOUBLE PRESSURE AIR APPLICATION** means your product will be dried evenly. **WOVEN WIRE CLOTH CONSTRUCTION** protects the grain from the parching and discoloring effects of the heat. A **RETURN AIR SYSTEM** is as necessary to economy in drying as a feed water heater in a steam plant. Demand **THIN GRAIN LAYERS** because common sense tells you that to dry a product quickly and efficiently you must spread it out and not leave it in thick bulky masses. Insist on **CONTINUOUS FEED** because we know by actually operating our own driers that it means increased capacity, greater uniformity in the dried product, and accuracy in removing any desired percentage of moisture.

Demand These Things and You Cannot Go Wrong

GRAIN  
DRIERS

**THE ELLIS DRIER CO.**  
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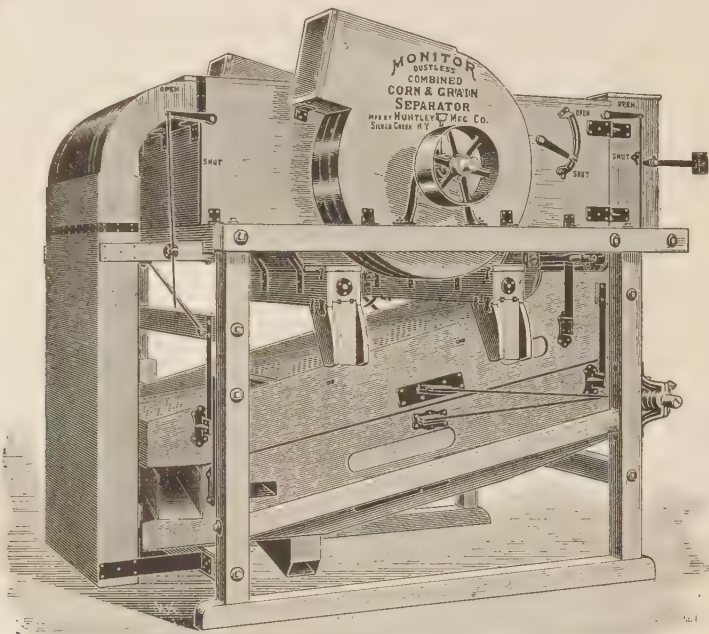
OAT  
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**SPECIFY THE ELLIS: It will NOT blister, crack or discolor the grain**



Monitor

The Original  
"COMBINED"  
CORN and GRAIN CLEANER



2 Kinds of cleaning  
on this 1 machine  
without changing screens

Always ready for two kinds of cleaning work **without a change of screens**. Where corn and small grains are received into the elevator regularly, this machine simplifies cleaning wonderfully; has two counterbalanced shaking shoes, one over the other, each carrying a set of screens for different kinds of cleaning. A distributing valve puts corn to one set of screens or wheat oats, etc., to the other as required, the change only takes a few seconds. This is the **first** "Combined" Corn and Grain Cleaner; hundreds of them are in use. Get posted.

# It puts you on the right side of the New Federal Corn Grades Law

Now the Federal Government says **you must**—closer attention to cleaning is not only compulsory but to be desired by every right thinking man who handles or deals in grain. The new law has no terrors for hundreds of grain dealers who are and have been using the "Monitor" Combined Corn and Grain Cleaner, as this machine **easily** and **economically** gives them cleaning that puts them right so far as the new law on corn grades is concerned. While this is but one of our 134 styles of Cleaners, it undoubtedly comes the nearest to being the ideal equipment for the man who **handles corn** and **also small grains**. With it simplified cleaning work is a certainty—power, care and attention and upkeep expenses are small, while the screen and air separations are incomparable in point of uniformity and perfection. This compact, sturdy machine is a heavy-duty type of "Monitor," one of our most successful models. If you are thinking of a Cleaner, don't permit yourself to spend a cent for a new machine until you have read our literature and studied the important advantages of this outfit. Our catalog explains its good features.

**HUNTLEY MFG. CO., Silver Creek, N. Y.**



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

VOL. XXXIII.

CHICAGO, ILLINOIS, JULY 15, 1914,

No. 1.

# The U. S. Weather Bureau and the Grain Trade

Close Relationship Exists Between This Branch of Government Service and the Production and Handling of Grain—How the Bureau Is Equipped to Meet All Kinds of Conditions

By WALDON FAWCETT

IT IS not too much to say that the work in recent years of the U. S. Weather Bureau has induced a new conception of the close relationship existing between weather conditions and the grain-growing industry. Of course, tradition has long since impressed upon the public,—even the city-dwelling public that has little accurate knowledge of rural life—the anxiety which the farmer feels regarding weather conditions as the crucial harvest season approaches. However, climatic conditions have an

influence upon grain production much more far reaching than the mere menace of rain at the reaping and threshing season and it is this wider applicability of the weather factor that is being brought home to grain men owing to the latter day efforts of the governmental weather institution.

Originally the weather reporting and forecasting service instituted by the United States government was established for the benefit of navigation on the seacoast and on the Great Lakes but soon there

came from grain growers, and farmers in general, so strong and insistent a demand for reports on climatic conditions that it became necessary to extend the scope of the service to include agriculture as well as commerce and navigation. Since that time there has been in all plans for weather reporting and forecasting full regard for the interests of the tillers of the soil. Moreover, the status of the U. S. Weather Bureau as one of the branches of the U. S. Department of Agriculture insures a con-



A SERIES OF VIEWS SHOWING EQUIPMENT OF U. S. WEATHER BUREAU

1—The Triple Register; 2— Experts of the Bureau Preparing a Weather Forecast; 3—Standard Instruments Used by Observers and Forecasters; 4—The Rain Gauge for Accurately Determining Amount of Rainfall.

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tinuance of the best efforts to render this "intelligence service," of practical value to the garnerers of nature's wealth.

Incidentally, it should perhaps be mentioned that the Weather Bureau in serving the general cause of commerce and navigation is, perforce, contributing to the prosperity of the grain trade. When it is stated that as the result of the warning sent out in advance of a single hurricane there remained safely in port vessels that carried cargoes valued in the aggregate at \$30,000,000 the reader may form some idea of what such service means to the elevator trade and grain shippers in general. Particularly is this sort of warnings of impending storms of value on the Great Lakes which serve as the artery for a most important grain trade and where the conditions of wind and wave and ice in the opening and closing days of each season of navigation are such that it is frequently of inestimable value to a shipper to have accurate information and predictions on which to base his plans for cargo movement. Only imagine the handicap that would be placed upon a grain shipper at the head of the lakes if he were suddenly deprived of his present facilities for obtaining, via the Weather Bureau, up-to-the-minute reports on the condition of ice in Buffalo harbor. At lake ports vessels find it an object to load hurriedly if they can get off two to five hours in advance of offshore winds. Of course, if snow also is expected a start of 7 to 8 hours is necessary. Considering, though, the cost of operating a large grain-carrying vessel, whether standing or moving, the day saved from idleness in the harbor means a worth-while economy.

To turn in another direction we note that grain brokers are guided in their operations largely by the weather forecasts, supplemented by the daily report of current weather conditions. After all, however, it is the growers of the grain rather than the shippers and the traders who are likely to make the most extensive use of the weather reports and forecasts right through the year. This reliance upon Uncle Sam for up-to-date information is manifest even in winter—the grain growers' season of leisure—when every man who is really interested

bulletin. Then as the year advances the informative service performed for the grain growers gradually expands in scope. To supplement the regular organization of the Weather Bureau with its 200 regular observing stations, there has been organized, on behalf of the agriculturists of the nation,

country, and a general summary of the weather for each state. Finally, there is an arrangement whereby during the growing season in the corn, wheat, rice and other producing sections, designated "centers" receive telegraphic reports of rainfall and daily extremes of temperature for publication in



AN ELEVATED SHELTER FOR INSTRUMENTS AT A U. S. WEATHER BUREAU STATION OR OBSERVATORY

a Climatological Service which is divided into upward of fifty local sections, each section, as a rule, covering a single state and having for its center a regular observing station.

These centers collect temperature and rainfall observations from more than 4,200 co-operative sta-

bulletin form, each local center receiving the reports from all the others. The benefits from accurate weather forecasts are far-reaching in effect and extend to many activities incidental to the familiar forms of grain growing. For example, there might be cited the saving that has resulted from consulting the forecasts as a guide in alfalfa cutting. Alfalfa hay can, of course, be baled in the field if dry but if baled wet it will spoil. The same benefits derivable from rain forecasts apply to alfalfa cut for seed, since a heavy fall of rain upon the crop, after cutting, ruins its commercial value.

Upon many grain growers the Weather Bureau confers a boon by its reports and forecasts of flood conditions upon our inland rivers and other interior waterways. Warnings of impending flood conditions in the Mississippi valley are usually issued from four days to three weeks in advance thus allowing opportunity for the removal of property such as grain in storage, from the districts likely to be inundated. The system of Weather Bureau warnings also enables the protection of crops subject to inundation from high tides or backwater blown up by the winds. Rice growers avail themselves of the advance information to discount the effect of a storm by flooding their crops and thereby preventing the straw from being broken by the winds. Foreknowledge of expected river stages such as the Weather Bureau supplies is of advantage to grain growers in aiding them to determine whether or not it is advisable to undertake farming operations in the regions subject to overflow.

It costs the United States government upward of \$2,000,000 a year to maintain the Weather Bureau but the general sentiment in agricultural, commercial and trade circles is that the service is worth to the country at large, all it costs. Every year discloses new spheres of usefulness for the records of past weather performances which are maintained by the Bureau and for the forecasts which are regularly issued as above mentioned. For instance, since concrete has been introduced extensively in the construction of elevators and other buildings it has become increasingly manifest that a contractor is at a considerable advantage if he can obtain advance information as to the weather. And, of course, the rain forecasts have for years past been watched closely by contractors in their roofing work.



A GRAIN GROWER CONSULTING THE WEATHER FORECAST AT ONE OF THE U. S. WEATHER BUREAU KIOSKS

in the winter-wheat crop makes it a practice to consult carefully the Snow and Ice Bulletin.

This weekly Snow and Ice Bulletin is issued every Tuesday during the winter from the central office of the Weather Bureau in Washington and shows the area covered by snow, the depth of snow, and the thickness of ice in the rivers as indicated by a large number of reports of observations made on the afternoon of the day preceding the issue of the

tions and during the growing season from April to September inclusive each section also received weekly mail reports of weather conditions from numerous correspondents. During the growing season, likewise, the central office at Washington issues for the benefit of the grain trade and others who are interested a weekly weather chart which graphically illustrates current and normal conditions of temperature and rainfall for the entire



## The Romance of Grain

## A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN MCGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

XXIX  
GREAT BRITAIN  
THE CHIEF TRADER.

As grain growing has developed in Canada and as the grain-producing activities of Canada and the United States are drawn into closer relationship there becomes apparent the advantages of the arrangements perfected by the U. S. Weather Bureau with the Weather Bureau of Canada whereby daily reports are interchanged and thus the American institution obtains each day, for the benefit of our public, reports from a number of stations scattered over the Dominion. Just now the Weather Bureau is perfecting arrangements for a permanent weather forecasting service which will cover the Caribbean and the trade routes which converge at the Panama Canal and will presumably prove directly or indirectly beneficial to grain shippers who dispatch cargoes from Pacific Coast ports via the Canal.

A number of very ingenious instruments are employed by the Weather Bureau officials for recording weather conditions. Many of these devices have been invented or improved by the experts of the Bureau. The equipment of all the regular weather stations is practically identical and includes mercurial barometers, thermometers, wind vanes, rain and snow gauges, sunshine recorders, barographs, thermographs and other devices which make a continuous automatic record of local weather conditions and changes. Especially ingenious is the Triple Register which automatically records wind direction, wind velocity, duration of sunshine and amount of rainfall. The Weather Bureau has developed a rain gauge of such minute accuracy that it will record rainfall to the fraction of one one-hundredth of an inch.

For grain men and especially the growers in the more remote farming districts the value of the government's weather forecasts and warnings has been tremendously increased since the rural free delivery of mail and the establishment of rural telephone systems has made possible the prompt dissemination of this information. The daily forecasts now reach upward of 100,000 addresses daily by mail, the greater part being delivered early in the day and none later, as a rule, than 6 o'clock p. m. of the day of issue, whereas 5,000,000 telephone subscribers, mainly in the rural districts, receive the forecasts by telephone within an hour of the time the prediction is made. The independent rural telephone lines are being utilized to their fullest extent and this plan of distribution has been enlarged to cover the entire telephone service of many states. Thus many grain growers have the benefit of the forecast who, in days gone by, could not ordinarily be reached promptly enough to make the information of value.

## USE OF CANADIAN SCREENINGS

Canadian screenings find a good market in the United States although, like corn, oats or mill feeds, the price fluctuates with supply and demand. The principal use of imported screenings from Fort William district is sheep feeding. During the winter season large sheds are operated in connection with the stockyards of the various railway companies and along their lines the screenings are distributed. Sheep from the ranges are usually fed about 30 days, at first receiving nothing but a small quantity of hay.

Then the screenings are used for a short time as the food, increasing from a small initial amount to a larger and larger fed quantity until in about a week or 10 days they have access to self-feeders and eat all they want. This seems to average about two pounds a day and on this diet during a month the herd average a gain of from 12 to 15 pounds apiece. Thus while feeders believe screenings are not as nutritious as chemical analyses would seem to indicate, still the sheep eat and thrive upon it for a time.

Prize winning Indiana corn was purchased this year with the purpose of putting it in the hands of boy corn growers of Texas. The price paid for a small lot was five cents per kernel. It is hoped that after one year's acclimating and careful cultivation that the production of seed will be sufficient for the boy corn growers' demand.

LONDON followed the example of Lisbon, Cadiz, and Amsterdam in fitting vessels for sea and establishing settlements, finally overthrowing all rivals and seizing their colonies. During the nineteenth century Great Britain has been the Phoenicia of the world. The ships have become sea-going steel sky-scrapers, and military preparations for the control of the waters frighten the boldest imagination.

In return for manufactures which have been sent abroad, the United Kingdom for many years has taken in the neighborhood of 200,000,000 bushels of wheat, raising under 60,000,000 bushels at home. As population and factories have increased, domestic agriculture has languished, as at Tyre, Athens, Carthage, Rome, Lisbon and Amsterdam. North America has furnished as high as 150,000,000 bushels of wheat to the United Kingdom in one year, or over seven times as much as Egypt sent to Rome in its most prosperous days. The ships that now carry the grain of the world are nearly all English.

## THE CORN EXCHANGE.

Sir Thomas Gresham was the agent of Edward VI., Mary and Elizabeth in the low countries. He was probably the richest citizen of London. The merchants met in Lombard street. Sir Thomas believed he could erect a great building for them on Cornhill, copied after the Bourse at Antwerp. (This in turn copied features of the Khan or caravanserai). Thirty-eight houses were demolished. Queen Elizabeth opened the building June 7, 1566. The pictures of his Exchange show a large interior court (curb) in the Venetian style. One notable feature was that the Pawn or Gallery ran entirely about the structure, and was let to dealers of all kinds for shops.

The Corn Exchange of today stands on a short street called Mark Lane, very near the Tower.

The evolution is gradual from ancient temple treasury to Khan, to Board of Trade, to Stock Exchange, and the architecture retains vestiges of all the past.

## LIVERPOOL.

This is the most important port of the world, and grain is the second item of its business. The great floating landing stage is over 2,000 feet long, and there are other enormous floating docks at Birkenhead, near by. The Albert warehouses were established in 1845. The city has also built capacious storehouses at both Liverpool and Birkenhead. By far the larger portion of the Wheat exported from Russia, India, Australia, New Zealand, Egypt, the Argentine and North America is landed at these docks.

When Wheat fell to half a dollar at Chicago in 1894-95, the Liverpool bears were thought to have had a hand in the operations.

XXX  
ARGENTINA  
THE EXPORTS OF RUSSIA.

There is at Buenos Ayres, under the southern stars, a wonderful Spanish city, where art and wealth together thrive, according to the ideals of former times. The Chicago of this southern Gotham is Rosario, up the broad River Parana. There, for a third of a century have been enacted the same scenes that will be and are familiar in the Dakotas and Canada—great piles of Wheat outdoors, awaiting shipment toward the gratified bears of Liverpool. No wonder that James A. Patton, a putative bull from Chicago, was nearly mobbed at Liverpool! They had enjoyed cheap Wheat so long, and from so many new sources, that the idea of a price above

a dollar looked like an invasion of the vested English interests.

The Spanish colonist does not seem to get ahead as does the Anglo-Saxon, even with a climate favorable to labor. The Argentine crop has made no great increase, keeping always under 200,000,000—falling one year (1906) to 135,000,000. Canada raises as much.

XXXI  
THE PHILIPPINES  
AN ANNUAL ARGOSY.

There are interesting accounts in the Universal History of the annual measure ship that sailed between the Philippine Islands and Acapulco, Mexico. Only grain enough for food was carried.

XXXII  
AUSTRALASIA.  
THE "COLLECTIVITY."

Revolutionary economical arrangements have come upon the continent of the Southern Cross. The United States of Australia has become a labor union, at least in theory, and in the long history of the world, another serious attempt by statesmen is in course, to keep to the laborer the utmost possible share of his product. If we may judge largely, by the increased effect on the crops, the communal and "collectivity" idea is succeeding. The five Australian states, Tasmania, and New Zealand are raising over 100,000,000 bushels of Wheat—a third for export.

XXXIII.  
THE UNITED STATES

## THE WHEAT PIT.

From Venice onward there developed a system of credit allied to speculation that evolved the Wheat Pit. This contrivance, as seen at Chicago, the principal grain market and second factory of the new world, has long enabled commerce to realize money on cereal property at a moment's notice, and usually at a price within one-sixteenth of a cent of the published value, up or down. No actual grain is sold in the pit—only promises to deliver in May, July, September or December. Close by are the cash tables. All is "hot air" in the pit; all is grain at the cash tables. In the pit the views and speculations of all the world are "cleared;" at the cash tables those momentary views are cashed in grain, the cost of keeping and carrying being a known and fixed quantity. A farmer counts on 5,000 bushels next September; he likes the price now; he sells for delivery in September; a Leiter believes the price is too low; he proceeds to buy of Armour, and Armour will sell him all future crops so long as he will eternally lift the price. If one buy he is likely to pay one-sixteenth of a cent more; if he sell, he is asked to take one-sixteenth of a cent less. The views of the world converge in the pit; a motion of the hand, a nod of the head is a trade; credit and probity are at their *maxima*, and a basis for commerce in *all* property is established and maintained. The Wheat Pit has been the steam gauge. On its dial the real pressure to sell or to buy has been scientifically determined.

## FERTILITY.

The North American continent has opened a field of grain far eclipsing anything in the previous history of the world. It has invented the grain elevator, and improved it into the steel tank construction. It has elaborated a system of rail transportation far beyond the works of any previous or contemporary people. All the peoples of the world have sent voluntary delegations to build our railroads. Lake Superior itself has become no mean *Obis Terrarum*; more grain comes to its coast than reached or reaches the Mediterranean.

(TE BE CONCLUDED.)



## A PIONEER PLANT IN THE NORTHWEST

The great development of the Northwest in the last 20 years has tended toward forgetfulness of the comparatively recent date at which that region, except the coast cities and the land immediately surrounding them, was practically uninhabited except by Indians and the hardy pioneers who carved their living from the virgin deposits of nature. To be able to boast of 36 years of successful operation in a town which now has only 1,500 inhabitants, and which at its inception was a mere hamlet, is a statement which few elevators are able to make. But such is the fact in regard to the Sheridan Warehouse and Storage Company plant of Sheridan, Ore.

The house was built in 1877 by S. Potter, who foresaw the rich possibilities of the fertile Yamhill River Valley, and the progressive spirit of his fellow pioneers. As the inhabitants of the valley increased in number and more grain was produced and shipped from the Sheridan station the elevator was increased in size and improved in equipment to take care of the growing needs. In 1908 the plant changed hands for the first and only time in its history, having been purchased by M. Ford, who continues to operate it.

The present building is 40x275 feet on the ground plan, two stories in height, with an annex 24x60



THE SHERIDAN WAREHOUSE AND STORAGE PLANT, SHERIDAN, ORE.

feet in size. The elevator proper has a capacity of 40,000 bushels of grain and is equipped with a large wheat cleaner, a clover cleaner, and a large feed mill. In addition to this there is a roller flour mill of modern construction, which turns out a superior brand of hard wheat flour. Part of the plant is constructed to take care of ordinary storage business, household goods and other commodities being received or prepared for shipment. The entire plant is run by electric power, which, at Sheridan, is the most economical power available.

Sheridan is located on the banks of the Yamhill River 53 miles southwest of Portland, on a branch of the Southern Pacific Railway. It nestles among the foothills of the Coast Range, and is a live, progressive city.

A \$1,400 automobile will be given as a premium for the best wheat exhibited at the Montana State Fair this year. The prize winning grain will be displayed at the Panama-Pacific exposition in 1915.

A check of \$137,632 was recently given to a Washington farmer for his single crop of Turkey red and bluestem wheat by the Jones-Scott Co. of Tacoma, Wash. This, it is stated, is the largest check known for single grain crop in the Northwest.

The prize bushel of wheat produced in 1913 and recently held by the Rumeley Company, has been donated to the International Dry Farming Congress and will be split into 64 parts and sold to the sixty-four highest bidders. It is said that in the proper sections a pint of this Marquis wheat in two seasons ought to produce seed to plant 240 acres.

## Importance of the Laboratory Test

A New Factor Which Has Been Introduced Into the Grain Business by the Demand for Uniform Standards—How the Most Exacting Requirements May Be Met—An Insurance Against Complaints

By G. D. CRAIN, Jr.

THE modern business man knows all there is to know about his proposition, within human limits. In every commercial equation there is an unknown quantity, of course, but the successful institution reduces X down to its lowest terms and eliminates it, if this is possible. Operating with a large factor of the unknown present and affecting the result is inviting errors, encouraging friction and incidentally minimizing profits.

Getting and holding business nowadays is largely a question of giving service. And service, being interpreted, means satisfaction. If the transaction is perfectly satisfactory to the customer, with regard to the quality of the merchandise, the manner of its delivery and the treatment of the account, the question of repeat orders will almost take care of itself.

A good many grain dealers handle their business

Some of the biggest successes in the grain business have been won through establishing and maintaining a standard. The matter of branding, which was recently discussed in the "American Grain Trade," has a direct bearing on this subject. The concern which is putting out goods under a definite trade name assumes responsibility for the grain being all right. It not only says that one sack with its brand upon it is up to grade, but that every other sack carrying that brand will be exactly like it. That is the only possible way to make the name mean anything.

Uniformity of quality cannot be secured and maintained unless the dealer makes an effort in this direction. The regular grades cover a wide range, and certain brands may be quite distinctive and different from the general run, even though falling in the same classification. To keep this individuality in evidence, it is necessary to watch the situation carefully, and to make tests and keep on making them in order to assure the retention of the uniformity, which is one of the chief arguments in favor of any particular brand.

Take, for instance, the trade of the distillers of whisky. They want a certain grade of corn, but their requirements as to dryness are exacting. Some dealers supplying this trade have no special means of seeing that the corn is just what is necessary, but use crude methods and rely on outside inspection reports to determine the facts. The result is that when the grain is checked up by the distiller it is often found wanting and dissatisfaction results. The dealers who have been most successful in getting and holding the business of the distillers are those who have not only studied their requirements but have equipped themselves in such a way as to insure these requirements being constantly complied with.

A leading grain house in a large Ohio Valley city has been operating a laboratory for years. For a long while it was the only concern in that market which paid much attention to testing the grain, everybody else appearing to believe that picking up a handful of grain from a scoop, looking at it critically and tossing it back was all the examination required to be able to tell just what it was. But this establishment wanted to know more. If its customer demanded something out of the ordinary in regard to corn or oats or rye, it wanted to be in a position to get just that particular thing and nothing else, feeling that if it could establish itself as the concern which could give exactly what was wanted all the time it wouldn't have much trouble getting the business.

Things worked out as it had expected. It equipped quarters for a laboratory, purchased expensive testing apparatus for all of the grains handled, put an expert in charge and thus assumed an expense of several thousand dollars a year right off the reel. Its competitors thought that the expenditure was folly, and that it was a waste of money. They were willing to take the reports of the local inspectors, even though at that time the general inspection department was not equipped in any real sense to make tests.

People began to understand that they could rely on the grain shipped by the concern with the laboratory. They found that its brands were really standard, and that if they bought "Double Z" today, and found it good, they could order another lot a month hence and get the same quality. The concern grew and prospered, and kept up its laboratory work, until finally the other dealers began to wake up and got the inspectors serving that market to put in largely the same equipment as the first concern had been operating. But the individual houses continued to do little of this sort of work for themselves, and as a result were out of it in many cases

without knowing any too much about the goods they are buying and selling. This is true not only of brokers, but of actual wholesalers, who purchase outright and sell in the same way. They are responsible for the character of the material shipped, just as they must decide whether or not receipts come up to standard. But in too many cases the business is handled on a paper basis, with reports, rather than actual examination of the grain itself, the only basis of the dealer's knowledge.

It may be objected that the inspection systems of most markets are sufficiently accurate and up-to-date to relieve the dealer of the necessity of covering the same ground himself. But not only is it desirable that their reports be checked, if only for purposes of comparison, but conditions are constantly changing, and the special requirements of individual customers often necessitate unusual care in filling orders. In a case of that kind the wise dealer doesn't trust to the report of a third party but makes sure on his own account that the grain is running according to requirements.

The recent agitation on the subject of Government inspection has emphasized the necessity of testing by dealers themselves. Attention has been called to the necessity of keeping tab on the moisture element in corn, for example, and it is to be assumed that the progressive grain dealer will hereafter make an effort not merely to meet the requirements by using the standards which have been proposed, but by checking up the grain himself and making sufficiently elaborate and exhaustive tests to be able to assure his customers that the grain is up to the mark in every respect.



where the exactions were severe or the customer was "cranky."

In some cases the customer is fully in the right, but the dealer doesn't know whether he is or not. If he could refer to his own individual tests and tell the customer just how the grain ran in every respect as to weight, moisture and other qualities, the complaint would almost take care of itself, because facts would be substituted for a complete lack of knowledge such as often prevails when the matter of settling a kick comes up. Instead of hiring a full-fledged diplomat to dispose of customers' complaints, it might prove a good investment for some concerns to put in a testing department.

An interesting analogy to this condition is found in the coffee business. Everybody knows how the coffee trade has been hampered by the attacks of Postum and the other substitute manufacturers, who have come to the front with really scientific methods, and have been prepared to prove that the use

## Evolution of the Modern Grain Elevator

Description of First Fireproof Elevator at Buffalo—Introduction of Hollow Tile Represents Second Stage in Elevator Construction—Experimental Grain Tank at Minneapolis—Big Storage Units of the Canadian Northern Railway at Fort William

AS LONG ago as 1865 the methods of handling and storing grain in large quantities had been brought very nearly to mechanical perfection, but at that time little or nothing had been thought of fire prevention. The elevators had been built with solid walls of wood, sometimes covered with sheet iron and in rare instances surrounded by brick walls. A standard wall, six inches thick, made of 2x6-inch scantlings, nailed one upon the other, and breaking joints at the intersections, was

of common bricks, with a two-inch air space between. They were banded at intervals of eighteen courses, with cast iron perforated plates in short sections, which served to preserve the two-inch space between the two courses of bricks, and were tied, one to another, with vertical rods in the air spaces. There was no enclosing wall. The interstices between the bins were also used for storage. This elevator was taken down several years ago to make room for improvements by the New York Central



VIEW SHOWING ERECTION OF NEW GRAIN BINS FOR CANADIAN NORTHERN ELEVATOR AT FORT WILLIAM, ONT.

of coffee is not to the best interests of the individual. The coffee men, according to authorities in that trade, have been singularly slow to meet the attack, and even now are not able to say exactly what their product contains.

"The trouble with the coffee business," said an expert to the writer recently, "is that we don't know what we're selling. Before we can meet the attacks from the outside, we must devote ourselves to research work in the laboratories, so that we can tell the public not what coffee does, merely, but what it actually is. Then we may be able to do something to these chaps who are taking commercial grain and selling it at a marvelous increase in price after a very simple process of conversion."

The grain man who is selling goods without knowing what they are, essentially, is in as bad a fix as the coffee man, only the latter has a strong public demand for his product to back him up. But if the grain dealer who is not informed as the result of scientific and exact tests of his product is brought in competition with the man who knows all about his goods, he is going to find himself handicapped so severely that his lack of knowledge will be a costly extravagance. From that standpoint the investment in testing equipment would be a saving instead of an expense.

adopted. It is even used now in many small country elevators.

Instead of fireproofing, the sole reliance against loss by fire was placed upon policies of insurance. The rates for this class of elevators have always been excessive, varying from  $2\frac{1}{2}$  to  $3\frac{1}{2}$  per cent, due to the fact that an elevator fire is almost always a total loss; for the grain, if not burned, is destroyed by water, and rarely, if ever, can such an elevator be repaired after a fire. These risks vary also according to the external exposure of such structures, and they have always been placed in isolated locations as far as possible. When, as now, banks are willing to advance money on grain certificates representing grain stored in scientifically constructed fireproof bins, without the additional security of policies of insurance, it will readily be appreciated what a great success has been achieved in the modern fireproof structures to be described.

The first fireproof elevator was erected at Buffalo, in 1869, after plans made by Geo. H. Johnson, engineer, who was the father of Ernest V. Johnson, now vice-president and western manager of the National Fire Proofing Company, Pittsburgh, Pa. This was called the Plympton Elevator, and was the only one of the kind ever built. The bins were circular, with ten-inch walls, built of two courses

Railroad. It was always a paying investment, largely on account of the saving of insurance.

Circular tile storage bins represent the second stage in the evolution of the modern elevator, concrete being recognized as the final stage. Although concrete has now largely superseded other forms of building construction there are still more than a few who give tile the preference.

The first use of hollow tile in elevator construction was for the protection of the cupolas from external fire. This was done at Chicago in 1872. The wooden bins, which were rectangular in plan, were then first enclosed by brick walls. This was thought to be sufficient for external protection, but was very expensive, because it necessitated double external walls for the bins.

In 1890, Elevator A, of the New York Central Railroad Company, at Sixtieth Street, on the banks of the Hudson River, New York City, was built in the following way: The first story enclosing wall is brick and the bins and cupola, which are of wood, are covered with salt-glazed hollow tile. Several others of the same construction were afterward built.

The success of the Plympton Elevator induced the designer to experiment in the construction of circular bins of hollow tile, instead of brick. In this



he was assisted by James L. Record, an elevator architect of Minneapolis. In 1899 they built a grain tank at their own expense as an experiment, on the grounds of the Osborne-McMillan Elevator Company, at Minneapolis. It was twenty feet in diameter and sixty feet high, with a capacity of 30,000 bushels. It was erected during one of the coldest of Minne-

original tanks were built for the North Star Milling Company at Minneapolis. Since that time there have been innumerable storage tanks of the same type erected, the materials of which have been manufactured at the works of the National Fire Proofing Company, Ottawa, Ill. None of them, however, equal in size and capacity the tanks constructed for

In 1904 increased capacity was required and the company had the original plant of 1902 duplicated, adding 2,500,000 bushels capacity to its plant. These storage houses are connected to each other and to the working house by steel truss bridges covered with corrugated iron and provided with tile and concrete floors. They consist of eighty circular tanks and sixty-three intermediate bins as in the first unit. A one-story steel frame-work above these tanks and bins, covered with hollow tile, caps the structure and forms the room for the conveyors and spouting used in filling this mammoth storage building. Five conveyors in as many tunnels in the concrete foundation below the bins take the grain to the working house for cleaning or shipping.

Again, in 1912, it became necessary to add additional storage to this immense plant and the Johnson-Record system of fireproof hollow tile was adopted for this purpose. The illustrations show eighty additional grain bins being erected immediately adjoining the old plant.

The Barnett-McQueen Company of Fort William erected this addition, as shown by the illustration. All of the hollow tile was manufactured at the works of the National Fire-proofing Company at Ottawa, Ill., and shipped by water from Chicago direct to Fort William. Some conception of the magnitude of the enterprise may be gathered from the illustrations. The fact that the work was carried on continuously during the winter, and that no defects have yet been discovered, shows the value of this method of construction. The workmen may be seen well bundled up, and indifferent to the cold, while the snow on the ground attests the nature of the weather. One of the illustrations shows them on an interior scaffolding, which was raised by machinery as the work progressed.

## HOW EASTERN WHEAT PRODUCTION WILL BE DOUBLED

BY T. DUNCAN JUST.

The continual increase in the production cost of wheat and the apparent decrease in production have long since been subjects for serious consideration—more directly by grain dealers and the grain and milling trades generally, with the public being interested as well.

A few years ago the West, with its virgin soil, was a tremendous producer. Couple this fact with the knowledge that the home population was comparatively small and we have the reason for the enormous surplus output, which must of necessity find outlet throughout the East. The reverse is now the case. The soil is no longer virgin, the cost



LAYING TILES FOR GRAIN BINS OF CANADIAN NORTHERN ELEVATOR AT FORT WILLIAM, ONT.

days after completion. The test was successful and it has been in use ever since. It was also tested for pressure and fire-resisting qualities, and an intense fire built around it had no effect upon the grain within. In less than a year after this they built four supplementary tanks for the Great Eastern Elevator Company of Minneapolis. They were erected by the Barnett & Record Company, of Minneapolis.

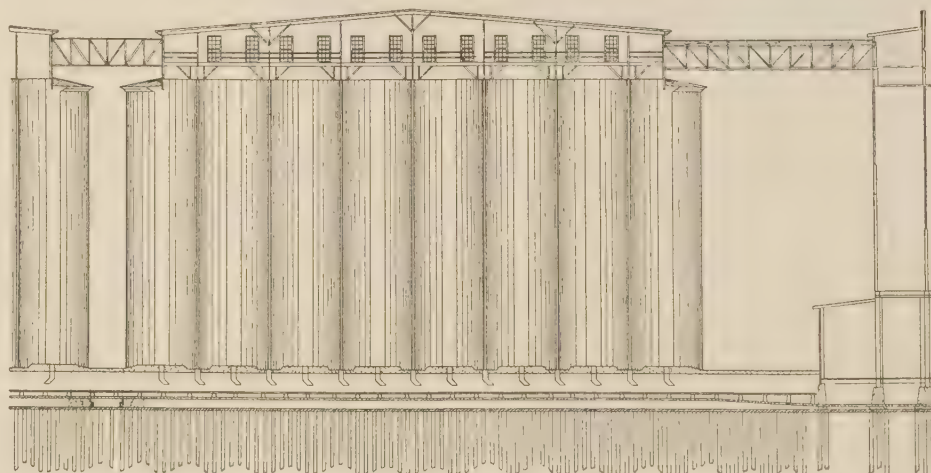
Some of the details of construction, used in these first hollow tile grain tanks erected for commercial purposes, are decidedly interesting. Unlike the brick tanks of the Plympton Elevator, they stand isolated one from another, and each is 46 feet in internal diameter and 85 feet high, with a capacity of 100,000 bushels, the weight of grain in each tank being 2,800 tons. They were built with a single wall of 6-inch hollow tiles, lined with 2-inch split furring tiles on the inside. Courses of 6x8-inch hollow tiles set on end, each having four hollow spaces, were alternated with courses of 4x6-inch tiles, made in the form of a continuous trough and laid on their backs. Flat steel tension bars continuing around the tanks in three courses, and breaking joints, but not riveted, were set in the troughs on edge. The troughs were then filled with cement grout and a bed thus formed for setting the next course of hollow tiles on end. The two-inch lining tiles were then set. The tanks were built on cut stone water tables and covered at the top with T-irons and "book tiles."

After the erection of this plant E. V. Johnson adopted a form of construction for all tanks with two-inch salt-glazed furring tiles on the outside. They are secured as fast as the wall is built with galvanized steel anchors.

The first hollow-tile tanks built in nests with intersecting walls were built in 1900 by the Barnett & Record Company. The spaces between them formed intermediate tanks, similar to those herein illustrated as erected for the Canadian Northern Railroad at Fort William, Ontario, Canada. These

apolis' winters, and was filled with grain thirty three the Canadian Northern Railway Company at Fort William.

This company operates what is at present the largest grain storage plant in the world, the capacity being 7,500,000 bushels. In 1902 the Johnson-Record fireproof hollow tile system of erecting grain bins was adopted and this has been used ever since. The first plant consisted of eighty cylindrical tanks 31 feet in diameter and 100 feet high with sixty-



LONGITUDINAL SECTION OF TANKS THROUGH CONVEYORS

three interspace tanks. This complete unit had a storage capacity of 2,500,000 bushels.

All of the work was done during the months of December and January, the temperature at no time being above zero. Shortly after completion the tanks were filled with grain which was not shipped out until the following August. No settling or deflection developed and there has not been up to the present date evidence of any defects in construction.

of land no longer nil, in addition to which the tremendous increase of population in the immediate vicinity of the producing grounds means the correspondingly greater consumption at that point.

Wheat is a great consumer of phosphorus and takes but a few crops on the best of soil to kill the wheat-producing quality of the ground almost altogether. In spite of the alluring possibilities of intensive farming we have as yet failed to make wheat a profitable crop in the majority of Eastern



farms. The average farmer in that section merely raises wheat as a cover crop for grass, the cost of fertilizer being the chief obstacle.

Heretofore, the main obstacle has been the prohibitive cost of phosphorus-producing fertilizer. That this is likely to be changed to a great extent is proved by the realization that fish scrap from our menhaden oil refineries is found to be a well balanced and cheap wheat-producing fertilizer, and undoubtedly its value is being felt along the Eastern coast in localities adjacent to the refineries. Of course the results of its application are equally beneficial to other crops.

The abandoned farm problem is not a myth. The writer can show a number of non-producing farms at a distance not exceeding 25 miles from the great city of Philadelphia, in which every acre could be made a profitable producer of wheat, year after year, with the use of the menhaden fish scrap.

The Atlantic fisheries have heretofore furnished practically all of the domestic supply, which has been worked up into fertilizer. The scrap used is almost altogether from menhaden fish, which are caught in great numbers and are valuable only for oil and fertilizer, being used only occasionally and in small quantities as food. The menhaden swarm in untold millions along the Atlantic coast and are consumed in great quantities by bluefish, dogfish, sharks, etc., one authority asserting that probably hundreds of millions are destroyed annually by the bluefish along the coast of New England. The amount taken by the fishermen is altogether insignificant as compared to the number in existence, amounting to only a fraction of 1 per cent annually. In the last 25 years the annual catch has varied greatly, ranging from 250,000,000 in 1892 to over 1,000,000,000 in 1903, with an average of about 600,000,000. From this amount some 60,000 to 70,000 tons of scrap have been produced annually and about 35,000 barrels of oil. This has no perceptible effect on the average number along the coast, though it has lessened the number in some of the smaller water areas adjacent to large fishing operations and has sometimes diverted the fish from their natural courses, so that in the future it is likely that they will be taken in the ocean with faster and larger steamers and more improved appliances. Since 1898 there have been only a few menhaden north of Cape Cod. Fish scrap from other fish is not used to any great extent because they are usually caught and cleaned directly on the fishing boats, the offal being thrown into the sea. It would not be profitable to bring this ashore, as the boat space on the long fishing trip is required for the more valuable food part of the fish, and the industry consequently offers no chance for expansion except in an increase in the menhaden catch.

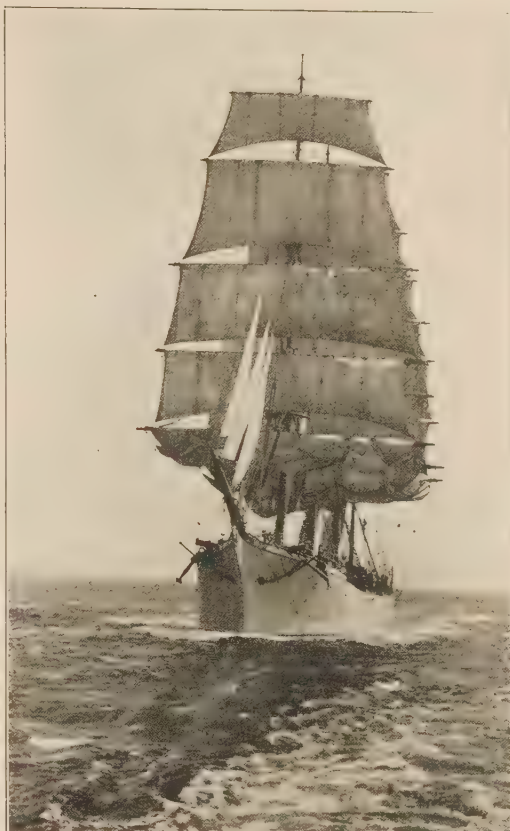
The whole menhaden fish, either applied directly to the land or composted with barnyard manure or woods litter, has been used as a fertilizer along the Atlantic coast of the United States since early colonial times. But this is a wasteful and injurious process if continually applied, because the oil is not only lost but in time injures the soil, causing it to become stiff, gummy and sour. The oil was first used commercially about 1850, the scrap being thrown away. Even at present, though both scrap and oil are considered a valuable production, the scrap is only a by-product and the principle purpose of the industry is the production of the oil. The industry has been on its present basis since 1855, and there are now around about 30 factories and 70 steamers engaged in the business. The work centers largely around Chesapeake Bay regions, where there are 15 or 16 factories, and Beaufort, N. C., where there are 8 or 10 factories. There are others in New Jersey, Delaware, Massachusetts, Florida and other states, the largest being the "Promised Land" factory in Massachusetts.

Menhaden fish are not all worked up in land factories. The *American Fertilizer* describes a floating menhaden plant capable of reducing 10,000 barrels of fish into 800 barrels of oil and 20 tons of dried fish scrap daily, which was first used in the summer of 1911, and is said to have been successfully operated in the 1912 season.

If, as is expected, a market can be made for the menhaden scrap as a principal, instead of a by-product, it is likely to reduce the cost of fertilizer greatly. It will also be a factor in restoring "lost soil," which means greater wheat production in rotation of crops.

### A GRAIN TRANSPORT OF THE PACIFIC

In these days of steam vessels a full rigged brig is an unusual sight at many ports. The Pacific exporters, however, have to depend to a great extent on the sailing vessels which go round the Horn to Europe to carry its grain. The time consumed averages considerably more than 100 days of sailing time, although in the early days of clipper built vessels the voyage was frequently made under 90 days. The accompanying illustration, which we reproduce through the courtesy of the *Portland*



A BRIG UNDER FULL SAIL ON THE COLUMBIA RIVER

*Oregonian*, is of a brig, loaded with a cargo of grain on the Columbia River, plying between the port towns on that stream and the coast cities.

### THE MOSS GRAIN GRADES ACT

On June 5, Representative R. W. Moss of Indiana, introduced a new Grain Grades Act in the House of Representatives. As Mr. Moss is chairman of the sub-committee of the Committee on Agriculture, to which the Lever Bill had been referred, this Moss Bill in effect is the sub-committee's report on the Grain Grades Act and supersedes the Lever Bill as the administration measure.

The opening and closing sections follow closely the text of the Lever Bill. The inside sections, which contain the kernel of the nut, are as follows:

Sec. 4. That whenever standards shall have been fixed and established under this Act for any grain no person thereafter shall ship or deliver for shipment from any State, Territory, or District, to or through any other State, Territory or District, or to any foreign country, any such grain which is sold or offered for sale by grade, unless the grade by which it is sold or offered for sale be one of the grades fixed therefor in the official grain standards of the United States, and the grain shall have been inspected and graded by an inspector licensed and commissioned under this Act, and the grain conforms to the standard fixed and established for the specified grade: Provided, That any such grain sold or offered for sale by one of the grades fixed therefor in the official grain standards may be shipped from any place at which no inspector licensed and commissioned under this Act is located to or through any place at which such an inspector is located.

And provided further, That any such grain sold or offered for sale by any of the grades fixed therefor in the official grain standards may, upon compliance with the rules and regulations prescribed by the Secretary of Agriculture, be shipped from a place at which there is no inspector licensed and commissioned under this Act to a place at which there is no such inspector, subject to the right conferred by this Act to refer any dispute as to the true grade of the grain to the Secretary of Agriculture: And provided further, That variations from the official grain standards may be permitted under such rules and regulations as the Secretary of Agriculture shall prescribe. No person shall, in any contract or agreement of sale or agreement to sell, either oral or written, involving, or in any invoice or bill of lading or other shipping document relating to, the shipment or delivery for shipment, in interstate or foreign commerce, of any grain for which standards shall have been fixed and established under this Act, describe, or in any way refer to, any of such grain as being of any grade other than a grade fixed therefor in the official grain standards of the United States.

Sec. 5. That whenever standards shall have been fixed and established under this Act for any grain, no person thereafter shall ship or deliver for shipment from any State, Territory, or District, to or through any other State, Territory, or District, or to any foreign country, any such grain which is sold or offered for sale, under any name, description, or designation which is false or misleading in any particular: Provided, That nothing contained herein shall prevent the shipment or delivery for shipment, otherwise lawful, of any grain which is sold or offered for sale, without reference to grade, under names, descriptions, or designations which are not false or misleading.

Sec. 6. That no person shall certify or otherwise represent that any grain is of a grade fixed in the official grain standards unless the same conforms to the standard fixed therein for that grade, or is within the variations from that grade permitted by the rules and regulations prescribed by the Secretary of Agriculture under section five of this Act, and the Secretary of Agriculture is authorized to cause inspections and examinations to be made of any grain for which standards shall have been fixed and established under this Act, and which has been certified or represented to conform to any grade fixed therefor in such official grain standards or which has been shipped or delivered for shipment in interstate or foreign commerce. Whenever, after opportunity for hearing is given to the owner or shipper of the grain involved, and, if it has been inspected, to the inspector thereof, it is determined by the Secretary that any lot of grain has been incorrectly certified or represented to conform to a specified grade or to be within the variations from that grade permitted by the rules and regulations prescribed by him, or has been sold or offered for sale under any name, description, or designation which is false or misleading, he may publish his findings.

Sec. 7. That whenever standards shall have been fixed and established under this Act for any grain and a dispute arises between sellers, shippers, buyers, carriers, or others, whether any of such grain, which has been sold, offered for sale, shipped or delivered for shipment, in interstate or foreign commerce, is or was in fact, at any specified time or place, of any grade of such standards, any interested party may refer the question to the Secretary of Agriculture, and the Secretary of Agriculture is authorized to cause such investigations to be made and such tests to be applied as he may deem necessary and to determine the grade. In such cases the Secretary of Agriculture shall charge and assess, and cause to be collected, fees, in amounts to be fixed by him, which shall be estimated so that, as nearly as practicable, the total fees assessed in any fiscal year shall be sufficient to cover the cost of such investigations, tests and determinations of grades during that year. All such fees shall be deposited and covered into the Treasury as miscellaneous receipts. The findings of the Secretary of Agriculture as to grade, made after the parties in interest have had opportunity to be heard, shall be accepted in the courts of the United States in all suits between such parties, or their privies, as prima facie evidence of the true grade of the grain at the time and place specified by the party referring the question. In the rules and regulations prescribed by the Secretary of Agriculture for carrying out the purposes of this section he shall provide for the notices to be given of hearings, for the taking of samples of grain, for the conduct of inspections and reinspections, for the proceedings necessary to make findings, for the making of bonds or giving of security, or deposit of funds, to secure the payment of fees, for the enforcement of the collection of fees from persons against whom the same are assessed, and for the doing of all other acts essential completely to accomplish the objects of this section.

Sec. 8. That no person authorized or employed by any State, county, city, town, board of trade, chamber of commerce, corporation, society, or association to inspect or grade grain shall certify, or otherwise state or indicate in writing, that any grain which has been inspected or graded by him, or by any person acting under his authority, is of one of the official grades of the United States, unless he holds an unsuspended and unrevoked license issued by the Secretary of Agriculture, and a commission issued by the Secretary of Agriculture, authorizing him to inspect and grade grain

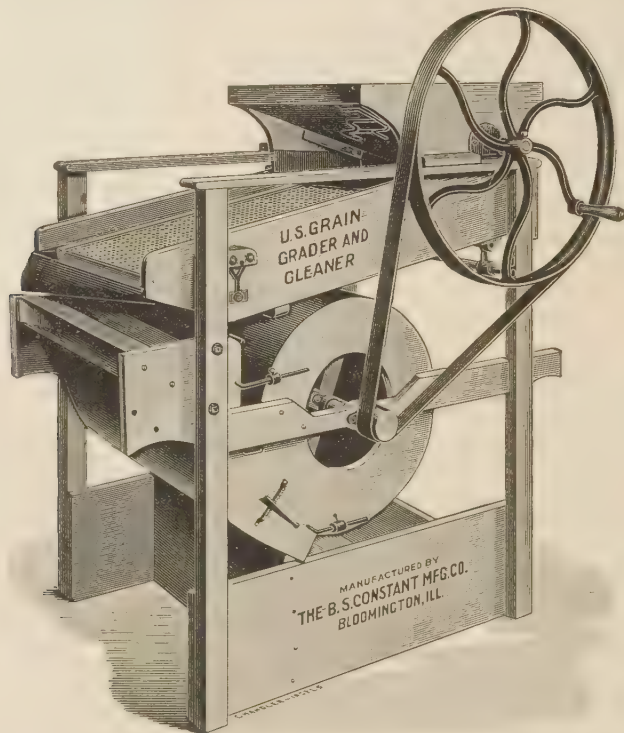


for interstate and foreign commerce. The Secretary may issue a license and commission to any person upon presentation to him of satisfactory evidence that such person is competent to inspect and grade grain. Any such license and commission may be suspended or revoked whenever the Secretary of Agriculture is satisfied that the holder thereof has failed to grade grain correctly, in accordance with the official grain standards of the United States, or has violated any provision of this Act or of the rules and regulations made thereunder, or that the license and commission have been used for any improper purpose whatsoever: Provided, That nothing in this Act shall authorize the Secretary of Agriculture to pay more than a nominal salary to any inspector of grain authorized to be appointed under this section.

### A MACHINE FOR INCREASING THE CROP YIELDS

The United States Government is today spending large amounts to advance agricultural interests everywhere throughout this country, yet it can do little without the co-operation of those engaged in producing and handling the crops. When it is considered that no more labor is required to raise a big crop than a small one it is singular how lax most farmers are in the proper preparation of the seed for the soil. With the view of assisting the farmer the B. S. Constant Manufacturing Company of Bloomington, Ill., not long ago placed on the market the machine shown in our illustration.

The U. S. Grain Grader and Cleaner is substantially built and with reasonable care will last the farmer a life time. It is designed to clean all kinds of grain and seeds thoroughly in one operation. The grain or seeds is fed through the hopper with a force feed roller, which insures even feeding to the screen shoe. This shoe is equipped with two screens, the upper screen carrying off the foreign or waste material, and the lower screen letting the broken grain or seeds pass through, while the kernels that have been sized pass through the upper automatic valve into the air flue. By adjusting the lower valve and the air valve each kernel can be weighed to stand-



THE U. S. GRAIN GRADER AND CLEANER

ard, or more or less grains or seeds carried over at the will of the operator. The perfectly weighed grains or seeds pass to the lower hopper. This hopper has a sheet iron bottom which makes the waste of grain impossible.

The stroke of the shoe can be lengthened or shortened at the will of the operator to get the most suitable motion for the kind of grain being cleaned.

As to the economy in the use of the U. S. Grain Grader and Cleaner the manufacturers say that the profit on grading the seed for forty acres of any kind of crop will more than pay for a machine the first season.

to shake hands with him and place a smile upon my face.

"Are you still figuring out the new corn grades and are you on the same side of the fence regarding the Pomerene Bill as before? I asked.

Here I abruptly stopped, for I was instinctively following in the footsteps of my humorous friend.

But to the subject in hand that brought to prominent light this sunny side of the street original individual. His ideas on the floor of debate were taken for what they were worth, simply to amuse. And the article following his portrait was anything but funny. It was practical.



HIS LIKENESS ON THE FIRST PAGE

the rocks of stupidity. Yet two days after getting back home I thoroughly and completely forgot him.

It was during the latter part of May that, having gotten over the preliminary spring rush, I found time to more thoroughly examine my trade paper. Opening up a copy, I saw to my complete surprise on the very first page the likeness of my original friend and acquaintance of last winter's convention days, Mr. William Stutsman.

I actually went so far as to forget myself and

## Handling a Cyclone Scientifically

The Elevator Owner Calls His Dust Collector Into Service and Saves a Big Loss

By GUIDO D. JANES

LAST winter at the convention I met a chap by the name of Stutsman. At the time I was not so much impressed with him as I was later on. He livened up the proceedings with his humor and originality, and kept the convention off

By it he will show a profit for 1914, something which will keep me hustling to do from now until December.

Around about the latter part of June we have storms of more or less violence. Cyclones are as thick as machinery salesmen.

Knowing that his elevator was tall and slender and a good target for itinerant storms, Bill began to take steps to thwart any attempts on the part of the elements to blow it down. In his erstwhile original style he planned and plotted, taking into his confidence the whole elevator force.

After talking over several propositions they all finally settled upon one as the most practical and most effective. It involved the dust collecting system.

"We must rearrange the piping," said Bill, "so that the pipes will present a forefront similar to guns on a battleship. This means that no matter what direction the enemy—the cyclone—attacks us we will be armed for defense."

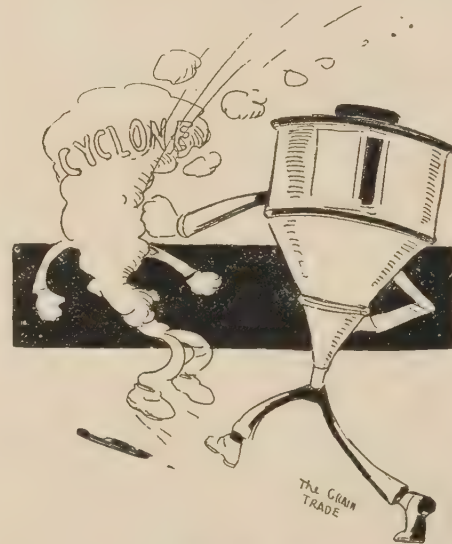
"A good suggestion," put in Foreman Hunsacker. "Why don't you patent the arrangement and get rich."

"Too much trouble and expense."

That was about 10 o'clock in the morning. Just after the noon whistle at the flour mill blew clouds began to congregate in the western sky and by 1 p. m. things looked cyclonic overhead.

About that time Bill turned the power onto the big blower fan and waited.

Five minutes later a sure enough cyclone swept along and was about to tear up things at and around the elevator when Bill's suction system in huge gulps sucked in the cyclone. This was possible, as the suction traveled faster than the storm. Then instead of blowing the tall, slender elevator down, the force of the blow was swallowed up by the



THE KNOCKOUT

blower and harmlessly deposited in the dust house. Here it blew open a door and knocked out a pane, but that was all.

In five minutes the trouble was over, and instead of devastation and ruin associating with Bill's property, profits and prosperity were roosting there.

"I'll give you each \$10 for your work," laughed Bill to his force, after the excitement subsided. "As for myself I will deposit \$100 to my credit in the bank."

"Where will the money be forthcoming?" inquired the foreman, picking up a market report on oats. "The cyclone did not leave it."

"No, but the insurance companies will after I apprise them of the fact that I saved them from a total loss."



# Mid-Summer Meeting of Indiana Grain Dealers

Interesting Two-Day Session Held at Indianapolis—Federal Corn Grades and Transportation Matters Discussed—Millers Relations to Grain Dealers—Functions of Speculation in the Distribution of Grain Products—Congressman Moss Explains His Grain Grades Bill

THE mid-summer meeting of the Indiana Grain Dealers' Association was held in the assembly room of the Severin Hotel, Indianapolis, Ind., June 24 and 25. In calling its first session to order at 2:30 p. m., President H. H. Deam of Bluffton, stated that owing to his duties as president of the National Coal Association, the sessions of which had just adjourned, he had not prepared any formal address. He was glad, however, to see so many Indiana grain dealers who had braved the hot weather and come to the meeting.

After an invocation by Rev. Jos. N. Green of Indianapolis, an address of welcome was given by Corporation Counsel W. A. Pickens of Indianapolis.

Maurice C. Niezer of Ft. Wayne, responded to the address of welcome. He referred to the purposes of the organization and its serious aims and objects which were the building up of a successful grain dealer. The efforts of the men who had worked for the association were plainly visible and still greater rewards would be apparent if all would join in a larger work for a general state trade uplift.

President Deam appointed the following committees:

ENTERTAINMENT.—Messrs. and Mesdames E. E. Elliott, Muncie; Fred B. Fox, Tipton; J. S. Hazlrigg, Cambridge City; A. B. Cohee, Frankfort; Frank Kelly, LaFayette; J. H. Morrow, Wabash; Bert Boyd, Indianapolis; Frank A. Witt, Indianapolis; E. K. Shepperd, Indianapolis.

RESOLUTIONS.—Chas. Ashpaugh, J. J. Putnam, Geo. L. Arnold, P. E. Goodrich, E. K. Sowash.

MEMBERSHIP.—Tom Morrison, H. A. Neighbor, W. H. Aiman.

## REPORT OF SECRETARY

Secretary C. B. Riley read his report as follows:

During the past six months we have attending a great many local meetings and provided for others that we could not attend. Your secretary also attended meetings at Chicago and Washington, in connection with the Legislative Committee of the Grain Dealers' National Association, in the interest of the proposed Grain Grades Act.

Many amendments were suggested and a few received favorable consideration at the hands of the Agricultural Committee of Congress. Many more were of great importance, but the National Committee counseled against asking for too many changes in the pending (Lever) measure, fearing they would embarrass its final passage.

A new measure has just been introduced by Representative Moss, H. R. 17329, which seems to have eliminated some of the objectionable features of the Lever Bill, and incorporated, in substance, some of the suggestions made by direction of the Board of Managers of this Association.

Since Representative Moss is to address this convention tomorrow, we will not enter into the merits of the pending measure, which was introduced the 18th, and I understand has received the favorable consideration of the Sub-Committee of the Agricultural Committee of the House.

Pursuant to the order of the Department of Agriculture, the Federal Corn Grades, as formerly promulgated, will become effective July 1, irrespective of the action of Congress on pending legislation.

The principal markets of the country have adopted the grades, report of which will be made later.

## Car Spotting Charges.

We have heard much about the car spotting case, and I am pleased to report that there seems to be no show for any changes in the present practice, in the near future.

I will quote from a recent editorial in the Traffic World, which gives the status of the matter, in so far as we have any information:

The inference drawn from the opinion of the Supreme Court in the Los Angeles Switching Case, is that before the Commission can allow the imposition of a separate charge for the delivery on a private track, it must be shown that there has been an additional, instead of a substituted service. The application of the test would throw out, as useless, nine-tenths of the testimony heard by examiners of the com-

mission, under the guidance of Mr. Brandeis, because none of it goes to the point, as to whether the private track service is any greater or more expensive than that of placing a car on the steam tracks, or other public sidings of the carriers.

Some matters of great importance to the trade are talked of now for action by the next general assembly of this state. I refer especially to a bill that will be known as the Engineers' Bill. At a recent convention of the stationary engineers of this state, held in this city, the public press reported them organized for promoting legislation that will require all operators of stationary steam engines, in this state, to be licensed. The same old measure that has confronted us for ten years, and I have reasons to think the effort this year will be of much force, and will require every grain dealer, and other owner of engines, to put forth an effort to prevent the enactment of some complicated and burdensome measure.

## Arbitration.

We have had three cases for arbitration during the past year. They were tried and settled. Two or three cases are now in process of development and will be



PRESIDENT H. H. DEAM  
Bluffton.

up for consideration by the Committee within the near future.

## Claims Department.

Since our Claims Department was established we have filed 554 claims, of which 384 have been settled and paid, 94 have been declined and returned to claimants, 76 are still under investigation.

Not having provisions for the employment of an attorney, and authority to enter suit on rejected claims, we have recommended to claimants to bring suit, where we felt there was no question about their right of recovery. When our Claims Department is sufficiently well patronized to afford facilities for the employment of an attorney, we will be able to collect many claims, now refused.

## Membership.

Since our annual convention, January last, the membership has changed some. We have received the applications of 12 new members, 8 of whom have completed their membership, 4 have not yet completed theirs. We have lost 11 members by selling out, and one house became an additional station. 12 members are delinquent and subject to the action of the Board. Several of the members reported were secured by President Deam who has given enough of his time to attend several local meetings as the representative of the association.

If we could only have the co-operation of our good and reliable members, in the matter of securing new members, we would soon add 50 to 100 per cent to our membership.

## Terminal Markets and New Corn Grades.

For the purpose of learning what the markets of the country were going to do about the adoption of the Federal Grades, I wrote the different Exchanges, east of Mississippi river and received replies from all, ex-

cept Baltimore, Buffalo and Newport News. The following is the result:

Markets that have adopted the grades to become effective July 1 are as follows: Cleveland, Cincinnati, Chicago and State of Illinois, Detroit, Indianapolis, Louisville, Milwaukee, Nashville, Peoria, Pittsburgh, St. Louis and Toledo.

Markets that have declined to adopt the grades: Boston, New York City and Philadelphia.

## Deaths.

But one death among our members has been reported, Mr. David R. Webb of Edinburg, who died last March. Mr. Webb was one of the first members of the Association, and his loss will be felt, not only by those intimately associated with him, but by the Association. One of the singular features of Mr. Webb's membership was this, his check was almost always the first one received in payment of dues, when the semi-annual statements were mailed out. This practice of his became noticeable and a source of comment in the secretary's office.

We are advised that the business left by Mr. Webb will be continued by members of his family, and we sincerely hope continued success will follow their efforts.

The secretary's financial statement showed cash on hand January 15, \$1,499.78, which with receipts gave a total of \$3,673.01. The disbursements were \$2,334.65 leaving cash on hand June 23, 1914, of \$1,338.36.

Charles Quinn, secretary of the Grain Dealers' National Association, gave an interesting talk in which he brought out the existing interdependence of the state and the National Association and the value of co-operation between all state associations with the national organization.

## TRANSPORTATION MATTERS

A. P. Husband, secretary of the Millers' National Federation, spoke on the subject, "Transportation Matters and Federal Legislation Relating Thereto." In his talk Mr. Husband referred more particularly to the contemplated spotting charge which he said affected both millers and grain dealers. Five roads had filed spotting tariffs which, however, had not become effective and indications were that they would be deferred indefinitely. It might also be that the Interstate Commerce Commission would render a decision in the rate advance case as to make the charge unnecessary.

J. Vining Taylor, Winchester, Ind., secretary of the National Hay Association, read a fine optimistic address in which he reviewed crop conditions and then extended an invitation to the National Hay Association meeting.

## FEDERAL CORN GRADES EXPLAINED

E. H. Culver explained the new Federal Corn Grades as adopted by Toledo and said that they had the prettiest crop of wheat in southern Ohio and Indiana that he had ever seen. He cautioned the dealers to watch very closely for smut and garlic, especially along the Ohio river.

Fred E. Pond, secretary of the Buffalo Corn Exchange, stated that contrary to some reports the Buffalo market had adopted the Government Standardized Corn Grades, effective July 1.

J. A. A. Geidel, speaking for Pittsburgh, said that market was handling a lot of stuff without any profit, thanks to the Democratic administration. The afternoon session then adjourned.

## THURSDAY MORNING SESSION

The Thursday morning session was called to order by President Deam at 10 o'clock and Bert Ball, secretary of the Crop Improvement Committee, Council of Grain Exchanges, gave a talk along the lines of his remarks made at the Ohio meeting and submitting the same resolution, which was adopted and which appears in the report of the Committee on Resolutions of the Ohio Grain Dealers' Association.

## MILLERS AND GRAIN DEALERS

C. B. Jenkins of Noblesville, Ind., then addressed the convention on the subject, "The Miller and the Grain Dealer." He spoke of the value of the existence of friendly relations between the grain dealer and the miller and the use of arbitration as a means of settling disputes. He praised Indiana flour, made from the variety of Indiana soft wheat. He said that all dealers who were loyal to the state should handle the Indiana product in preference to flours made outside. He also spoke of the not far distant day when the Government would standard-



ize all grades of grain and urged dealers to buy only on grade, giving a premium to the farmer who raised the best grain.

## FUNCTIONS OF SPECULATION

J. C. F. Merrill, secretary of the Chicago Board of Trade, made an address on the subject, "The Functions of Speculation in the Distribution of Farm Products." Mr. Merrill treated the subject in practically the same manner as in an address made before the meeting of the Ohio Grain Dealers' Association, a report of which appears in this issue. He pointed out the difference between speculation and

National and State Legislative Committees, the following resolutions were unanimously adopted:

Resolved, that the Indiana Grain Dealers' Association extend its thanks to Congressman Ralph W. Moss for his presence and presentation of the Legislative matters with which he is connected, involving the interests of the grain producers and handlers, and we are pleased to endorse the new Grain Grades Bill, H. R. No. 17329, introduced by him the 18th of June, and be it further

Resolved, that it is of utmost importance to the grain trade and producing public, that the proposed measure be speedily considered by Congress and its enactment into law accomplished at an early date.

invitation was sent out to the ladies, the wives and friends of the grain men, to be present. As a result some twenty-five ladies attended. They were given an automobile ride out to the Indianapolis Speedway on Wednesday afternoon and in the evening witnessed a program, with the members of the association, on the roof garden of the Severin Hotel. After a number of excellent vaudeville numbers were given, dancing followed and, as later in the evening the extreme warm weather moderated somewhat, very many remained until a late hour.

## CONVENTION NOTES

A very valuable souvenir was distributed by M. J. Young with the compliments of the Philip Smith Manufacturing Company of Sidney. It consisted of a high grade clothes brush with the Sidney firm's name in gold letters on the back of the brush. Chas. Knox of Toledo gave out fans, E. L. Southworth had knives for everyone, and the Urmston-Harting Grain Company of Indianapolis distributed memorandum books. J. A. A. Geidel of Pittsburgh had celluloid pocket cards, on one side of which was the Iron City Elevator and the other had copies of the new Federal corn grades.

Among the outside visitors were: Geo. Stebbins of Sawers Grain Company, E. T. Thompson and C. H. Lyons with Lamson Bros. & Co., R. J. Sullivan with Logan & Bryan, Chicago; John W. Snyder, Thos. C. Craft, Jr., H. E. Elgert, Baltimore; E. L. Southworth of Southworth & Co., Chas. Knox with J. F. Zahm & Co., Chas. Quinn, secretary Grain Dealers' National Association, E. H. Culver, Chief Grain Inspector, A. Guitau with W. H. Morehouse & Co., Toledo; F. M. Smith of Seed Trade Reporting Bureau, Chicago; H. M. Ruetter and P. H. Hunker, Jr., with Kennedy Car Liner & Bag Company, Shelbyville; A. S. Garman, Akron, Ohio, with Huntley Manufacturing Company, Silver Creek, N. Y.; M. J. Young with Philip Smith Manufacturing Company, Sidney, Ohio; E. L. Hogle, Indianapolis, with Invincible Grain Cleaner Co., Silver Creek, N. Y.; C. F. Mustard, representing Burrell Engineering & Construction Co., Chicago; J. A. A. Geidel of D. G. Stewart & Geidel, Pittsburgh; P. M. Gale of Gale Brothers Company, F. E. Fleming of Ellis & Fleming, J. B. Woodin with McQuillan & Co., Lou McLaughlin of Dan D. Granger & Co., Cincinnati; Locke Etheridge with Avery Scale Company, North Milwaukee, Wis.; G. H. Baxter



A GROUP OF SPEAKERS

Reading from Left to Right—J. C. F. Merrill, Bert Ball, Congressman Moss and C. B. Jenkins.

gambling, making it clear that the former served a needed and a definite service while the latter served no good end. Mr. Merrill also corrected the idea, held by many, that the grain exchanges themselves bought and sold anything. The exchanges were simply a market place where orders from all parts of the country to buy or sell were received and executed, the exchange itself bought nothing. As long as production of grain took place, and as long as ownership entailed a risk, speculation performed an important function in the distribution of farm products.

## THE MOSS GRAIN GRADES ACT

Congressman R. W. Moss of Indiana addressed the convention on the subject, "The United States Grain Grades Act," and explained in detail Bill H. R. 17329, introduced by him in the House of Representatives on June 18 and which promises to be acceptable to the entire grain trade. The changes in his bill from the original Lever Bill are published on another page of this issue. Mr. Moss spoke of the need of supervision and pointed out that the Government was seemingly the only responsible power which could best fix the grades of grain and supervise the inspection of same. His latest bill, Mr. Moss said, aimed at but three things, viz., to standardize the grain grades, to establish the appellate right and to supervise the grades of grain. State and municipal inspection under the proposed measure would be the same as before, but those grain men who sold by grade were obligated to sell under the uniform standards as established by the Government. The grain dealer still had the right of private contract but if he did not sell under the Government grades he would have no right to appeal to the National Government, in whom alone the right of appeal was vested.

Mr. Moss also spoke briefly of the matter of rural credits and explained why the farmer had to pay such large interest. If farmers would unite, he said, they could give better security and consequently secure appreciable reductions in the interest on their loans.

A. E. Reynolds said the grain trade of the country was greatly indebted to Mr. Moss for his efforts in their behalf. He predicted that after the trade had been for some time doing business under the Moss bill they would wonder how they ever got along in the old way.

Upon motion of Mr. Reynolds, chairman of the

Therefore, this Association and its individual membership stand ready to be of assistance in any proper manner possible, not only for the accomplishment of the legislation in question, but for its universal approval by the trade and enforcement as well.

Other resolutions were adopted as follows:

Whereas, on March last, our Association lost by death one of its oldest members, David R. Webb, of Edinburg, Ind.

Resolved, That in his death the Association feels the loss of a strong supporter; therefore be it

Resolved, That this resolution be spread on the record and a copy sent to the bereaved family of the deceased.

Resolved, That we extend the thanks of the Association to the Grain Trade of Indianapolis for its splen-



ONLY THE PRESIDENT WAS PERMITTED TO WEAR A COAT

Reading from Left to Right—Secretary C. B. Riley, A. P. Husband, President H. H. Deam, Bennett Taylor and R. W. Baker.

did entertainment the evening of the 24th, and the presence of the genial committee, Messrs. Boyd, Witt and Shepperd, tended to dispel much of the heat and make comfortable a room, the temperature of which would have been unbearable but for the smooth and entertaining manner in which they took care of the people.

## ENTERTAINMENT

Indiana grain dealers are always hospitably received and entertained by the members of the Indianapolis Board of Trade, but this year an especial

with Richardson Scale Company, Passaic, N. J.; Sam Finney and H. La Rue with E. Lowitz, Chicago; Fred E. Pond, secretary Corn Exchange, E. E. McConnell of McConnell Grain Company, C. A. Bartow with Electric Grain Elevator Co., Buffalo.

## DEALERS IN ATTENDANCE

H. H. Deam, Bluffton; Ed Morris, New Castle; J. T. Gehring, Indianapolis; W. H. Eisenhour, Fountain Town; Wm. Bosley, Milroy; J. C. Batchelor, Sharpsville; R. H. Hill, Carthage; R. Bell, Brookston; J. T. Higgins, Lafayette; J. F. Doan, Boswell; Chas. A.



Ashpaugh, Frankfort; Wm. Nading, Shelbyville; J. A. Washburn, Remington; W. W. Wilson, Earl Park; R. W. Baker, Crawfordsville; H. L. Holly, Atlanta; Thos. A. Morrison, Kokomo; Edgar and J. E. Windson, Indianapolis; E. Hutchinson, Arlington; Chas. F. Naber, Alexandria; G. H. Matthews, Tipton; D. R. Warner, Huntington; Frank Kelley, Lafayette; Frank Brandenburg, Maxwell; Wallace Reimann, Shelbyville; Frank B. Fox, Tipton, F. G. Heinmiller, Lafayette; A. M. House, Hobbs; J. P. Shoemaker, Daleville; A. W. Legg, Windfall; C. O. Jessup, Hobbs; O. A. Dutches, Kokomo; J. H. Morrow, Wabash; Maurice Niezer, Fort Wayne; E. E. Elliott, Muncie; W. D. Wilhelm, W. J. Kemp, S. B. Harting, Indianapolis; P. E. Goodrich, Winchester; S. A. Miller, Mulberry; John J. Puttmann, Newport; O. M. Thomas and W. C. Thomas, Marion; J. C. Young, Whiteland; W. H. Leisure, Gwinville; R. F. Cohee, Frankfort; A. A. Flora, Flora; W. B. Pratt, Frankfort; Bennett Taylor, Lafayette; A. B. Cohee, Frankfort; W. A. Gray, Kirkpatrick; J. C. Valentine, Franklin; T. B. Wilkinson, Knightstown; R. B. Long, Indianapolis; C. L. Northlane, Union City; C. H. McEwan, Indianapolis; W. H. Aiman, Pendleton; J. W. Waltz, New Palestine; J. S. Hazelrigg, Cambridge City; J. S. Leakey, New Lisbon; F. C. Williams, Indianapolis; P. E. Rich, Wolcott; Ura Sieger, Clarks Hill;

Frank K. Mull, Manilla; H. M. Moore, Covington; J. K. Horton, Garrett; John W. Horton, Garrett; H. Earl Campbell, Stockwell; Wm. Frank, Frankfort; C. S. Patton, Moorestown; J. N. Gordon, Summitville; E. C. Moore, Waynetown; N. W. Miller and J. E. Scauling, Indianapolis; A. F. Files and W. J. Mercer, Indianapolis; W. Wykle, Mahomet, Ill.; C. S. Reed, Indianapolis; C. C. Overshiner, Cincinnati, Ohio; R. J. Follatt, Carmel; E. K. Sowash, Middletown; J. T. Hamill, Lafayette; A. J. Butler, Cambria; T. J. Ryan, Delphi; W. O. Nuerschwander, Berne; Ralph W. Moss, Brazil; W. E. Berry, Lynn; Geo. E. Bowen, Crete; D. B. Clark, Hagerstown; Bert Ball, Chicago, Ill.; P. B. Minor, Indianapolis; Wm. Gale, Cumberland; W. H. Johnston, LaPorte; A. A. Flanagan, Crawfordsville; O. J. Thompson, Kokomo; G. L. Arnold, Bluffton; W. L. Skinner, Dunkirk; McBane Baxter, Thorntown; G. B. McBane, Fortville; W. T. Besser, Green Castle; J. W. Brumfield, Brooklyn; D. W. Bender and Wm. Englar, Pennville; Jas. Sample, Kirklin; W. W. Pierson, Upland; A. E. Reynolds, Crawfordsville; A. B. Henshaw, Nora; Forest Evans, Raub; E. K. Shepperd, Indianapolis; R. S. Stoll, Thorntown; C. W. Sims, Frankfort; El. R. Smith, Tipton; C. Nieman, Sunman; H. D. Bowles, Sheldon, Ill.; O. E. Powell, Boswell; E. T. Henshaw, Portland.

mercial procedure that will have, at least, some elements of permanency.

Recurring attempts at legislation on matters of vital import to the trade are pernicious, destroying stability, begetting uncertainty and preventing a safe and economical distribution of the grain products of the country. If we are to have Government supervision of grain inspection, let us have it; if it is to be Federal inspection, let us have this; anything is better than this continued and continuous uncertainty. The representatives of the American people should put themselves on record as favoring some well defined policies and lines of action and then stay put. We have reason to consider those in authority as committed to a policy looking to Government supervision of grain inspection. However, our faith therein is shaken by their apparent inability to prevent the repeated intro-

## Ohio Grain Dealers Meet at Cedar Point

The Oldest Organization of Grain Men Holds Successful Convention—Legislative and Routine Matters Take Up Most of Time—New Vice-President Elected—Co-operation of Grain Dealers and Millers Considered

IN responding to a cordial address of welcome to Cedar Point, by James A. Ryan of the Cedar Point Resort Company, H. S. Grimes of Portsmouth, O., was both reminiscent and enthusiastic over the record of what he terms was the oldest grain dealers association. As the Ohio Grain Dealers' Association was launched at Put-in-Bay in 1880, this fact of the oldest association cannot be refuted. Mr. Grimes gave it as his opinion that the Association had done more good for Ohio than any other organization. Its influence had extended outside the state as they had held meetings, he said, at Norfolk, Va., Cincinnati, Toledo, Star Island, Buffalo, Niagara Falls, and New York. Mr. Grimes praised the work of the Legislative Committee and spoke of the benefits of the Ohio Grain Dealers' Mutual Insurance Company which had sprung from association work. He thanked Mr. Ryan for his welcome and thought that all would agree that Cedar Point was an ideal place for holding their convention.

### THE PRESIDENT'S ADDRESS

President E. C. Eikenberry, of Camden followed with his annual address:

The past year has been, in many respects, the most eventful in the history of the American grain trade; the year in the immediate future promises to be equally as momentous. We stand in the midst of legislation in the making as well as at the point of initiation of reforms, at least radical if not revolutionary in their character. The removal of duties on imported grain, both by direct legislation and by reciprocity arrangement, has materially altered our relative commercial position among the grain producers of the earth and has placed the prices of grain and grain products on a world's basis.

The trade is in the process of adjustment to these changed conditions. It is a remarkable fact that the American people protest more vehemently against change than any other nation, as our system of political parties at all times insures a healthy and critical

opposition; but it is equally remarkable that we Americans adjust ourselves to these changes with greater facility than does any other people.

So, in time, we shall accustom ourselves to an inspection of grain supervised by the government and with an appeal board of Government officials, we shall view with complacency the arrival of Argentine corn to supply industries located even in the heart of the corn belt, and we may without utter collapse of our cherished institutions have the Food and Drugs Act applied to the farmer himself and have confiscated some of the rotten corn that he attempts to deliver to the country elevator.

### Uncertainty Causes Restriction of Trade.

At the same time we are a patient people; but while we so patiently wait and while we readily make the necessary adjustments, the inevitable result of all this change and this uncertainty is a spirit of hesitancy that has resulted in a restriction of the trade. Trade in a commodity so essential to the subsistence of the human race cannot stagnate; human necessity prevents. The very strength with which the current of the business continues to flow deludes even honest and well-meaning officials into the feeling that no harm has resulted; whereas, there is scarcely another interest which would not have been entirely paralyzed by the continuous threatened legislation and the departmental regulation to which the grain traffic has been and is being subjected. It hurts just the same, even though the vitality of the trade is sufficiently strong to withstand influence so pernicious. Uncertainty as to governmental action should not be unduly prolonged. For instance, ample time was consumed in the preliminaries that led to the promulgation of tentative grades of corn. Legislation making effective the application of these grades should be the order of the day, and should not be delayed. The grain interests have suffered sufficiently from threatened regulation and such regulation as is to be applied should be applied promptly. Let's have done with it. The Government owes to this most important factor of interstate commerce a settlement of its affairs that it may adjust itself to the new order of things and be permitted again to establish itself on methods of com-



E. C. EIKENBERRY, CAMDEN  
Re-elected President.

duction of measures looking toward Federal inspection. A few demagogues or misguided reformers can make of themselves a continuous menace to the orderly development of a line of policy and that they cannot be prevented from so doing is one of the inherent weaknesses of our form of government.

### The Grain Trade Has Acted Well.

It seems that our house is to be cleaned from cellar to attic. Legislation effecting the humblest country dealer in grain only keeps pace with legislation seeking to define the power and limit the scope of operations of the great commercial exchanges. Through it all the trade is acting with supremely good sense. Its representatives have at all times displayed a willingness to co-operate with the various departments of the Federal government to the end that final legislative enactments may be efficient, eliminating abuses and evils wherever they may have existed and at the same time preserving unimpaired the fundamental principles which embody the product of the experience and best thought of the trade throughout the years of its existence. In this work of co-operation your Association, through its accredited representatives, has borne its full share. In the prolonged conference at New Orleans on the tentative grades of corn, in conferences on the same subject that followed in Washington, in the later conferences both at Chicago and Washington on the Lever Bill providing legislation to make effective government grades of grain, Ohio



A GROUP OF OHIO GRAIN DEALERS IN ATTENDANCE AT THE CONVENTION



has been represented and her representatives have at all times sought to reflect, as far as possible to obtain it, the attitude of the grain trade of the state.

The Exchanges of the country are conducting an open, honest and clean educational campaign, calculated to eradicate prejudice against these associations as well as to place them and their functions before the public that their actual necessity and vital importance may be fully appreciated. It is the duty of every member of this and similar associations to so fortify himself with a knowledge of our grain exchanges and their various activities that he may meet criticism everywhere with fact and that he may be an agent for carrying along this educational campaign. We cannot hope to escape. Should the higher interests of our business suffer, we must likewise also suffer. The voice of the people is the voice of God, but remember that popular clamor is not necessarily the voice of the people.

#### Car Spotting Charges.

During the hearings before the Interstate Commerce Commission on the railroad advanced rate cases your Association through the proper officials prepared and filed with the Commission a brief, exhaustively setting forth its attitude in opposition to the so-called Brandeis plan, proposing a specific charge for spotting cars and other special services on the part of common carriers. This brief presented at length the especial injustice to the grain trade of a charge for spotting cars to grain elevators, which are in reality privately owned and maintained facilities for collecting of grain commodities into car lots, such facilities to many other lines of trade being supplied by the railroads themselves, but which for this very reason would not be subjected to these similar charges. It is devoutly hoped that the Interstate Commerce Commission, at least a government anomaly, will hand down its decision in this question of advanced freight rates and additional revenue for our railroads and thus remove an uncertainty that has had more to do toward depressing the business interests of this country than probably any other agency. Not the actual legislation or administrative act as a rule restrict business operations and stagnate finances, but the pernicious and in many instances unwarranted delay and uncertainty prevailing while such legislation or acts of administration are pending.

Two years ago at our convention here at Cedar Point specific mention was made of the fact that the state of Ohio was maintaining three separate and independent agricultural activities, that such system or lack of system was archaic resulting in duplication of effort, inefficiency and waste. Only one of many organizations with a protest, we may claim our share in the legislation that ensued creating our present State Department of Agriculture, which is really an efficient organization. Co-operation on the part of our members with the various phases of the work of this department is intelligent and is good business.

#### Increased Production Needed.

The farmers of this state need to produce the limit of the capacity of the soil and the grain dealers need all that the farmers can produce. If the grain dealers of Ohio are to maintain the volume of their business, a considerable increase in production of grains will be necessary to offset the increased feeding operations. It is my belief and I am confident that statistics will support me in the statement that the grain coming to market as grain will in many sections of the state not exceed seventy-five per cent of the grain marketed in the same sections ten years ago. Regular grain dealers are more and more becoming purveyors of farmers' supplies. More attention is being given to these collateral lines and less to grain. This is resulting in a disposition to handle grain on a closer margin than formerly, anticipating profits from other lines of goods to offset. Where farmers trade out or exchange a large portion of their marketable grain the tendency is to handle the grain with little or no profit in order to secure the retail patronage. This is not good practice and results in an unmercantile condition of grain handling as a business.

The tendency of the times is towards a concentration of more trade in fewer hands but in every well regulated business each separate line is made to produce its share of profit and to bear its just share of expense. A trade that does not carry profit and advantage to both buyer and seller lacks elements of commercial morality. Continually ignoring this fact will eventually sap the vigor and life of any business institution. This is the inherent weakness in many of the co-operative concerns which have in recent years been created to do business with and for farmers in grain and grain products. Business done at cost inevitably is business done at a loss. Our farmers are learning by the costliest kind of experience the cost of grain handling and country elevator operation.

#### Where Co-operation is Legitimate.

Co-operation is legitimate only when it seeks to save to the producer excessive margins for handling his product or when it seeks to curtail expenses that result from loose and uncommercial conduct. Founded on these conceptions, conducted on broad lines of mutual benefit and on lines of correct mercantile methods by managers of brain and common sense, the co-operative business concern can succeed. Too often a prime object is to compete with established institutions of private ownership and in many cases the corner stones of such ventures are spite and ignorance. Co-operation

and competition in its commonly accepted meaning are opposites and the one cannot exist when the idea of the other is predominant.

There are few lines of business in which a reasonable profit is so difficult to determine as in the handling of grain. We country elevator people are woefully ignorant on percentages of shrinkage, an element we have with us at all times and one which with facility turns apparent profits into actual losses. Every individual crop has its ratio of shrinkage. Condition, per cent of moisture, time of storage, method of handling, all enter into this item. Exhaustive experiments to determine shrinkage have failed to furnish any reliable basis on which it can be computed. It is at all times an uncertain factor. I call attention to these facts, which are well known, with the hope of directing more general and intelligent consideration to this matter of natural shrinkage of grain.

#### Better Bookkeeping Necessary.

More intelligent and systematic bookkeeping on the part of operators of country elevators will disclose many hidden factors of profit and loss. Haphazard methods of elevator bookkeeping are rapidly disappearing.



THREE WELL KNOWN BALTIMOREANS  
Reading from Left to Right—E. H. Beer, John W. Snyder and Thos. C. Craft, Jr.

ing. The necessities of a business constantly widening, closer competition and contraction of marginal profit are potent eliminators of waste and wasteful methods. The cost of operating a country elevator has in the past year received considerable attention in the trade journals. There is a surprising range in figures presented indicating a vague idea yet in the minds of many operators of the cost of operating their plants. I want especially to emphasize the importance of an intimate acquaintance with the details of operation of a grain handling plant, made especially important because of the very narrow margin on which grain is handled. Ohio has its full share of grain elevators, all and more than the volume of business justifies. Investment in a grain elevator at a point where such facilities are already adequate is not judicious. The lesson is yet to be learned that the cost to the producers of any community is doubled when two elevators are to be maintained instead of one, if the one properly managed and operated is adequate to the grain handling needs of the community. As the ratio of facilities to a stationary volume of business increases, the margin of profit must also increase. The grain business at present does not in many localities present a strong allurements to men of good judgment and business experience.

Relations between the country grain merchant and the grain buyer and operator of grain facilities in the terminal markets have improved. There is a better mutual understanding between them, more faith in honesty of methods and a sort of a community of interest has been created. Business is being conducted on a higher plane; sharp practices and questionable methods are becoming obsolete; the world moves forward and we are keeping pace.

Both the State and National Associations maintain departments of arbitration to which members may resort at any time for the adjustment of such differences as may arise. Our members are urged to avail themselves of this privilege. But it is hardly credible that cases are frequently brought to these committees in which the plaintiff is plainly dishonest and the merits of which would not be sustained by any court in the land. There is such a thing as an honest business difference; when resorting to arbitration come conscientiously believing your case is just. You may be wrong in honestly believing you are right, but, at least, be square with yourself. The committee, particularly of the National Association, are giving much time and arduous and exacting labor to the grain trade and are doing it practically without compensation. The few bear the necessary burdens of the many; the many should not unnecessarily add to the burdens of the few.

The Ohio Grain Dealers' Association should and does take pride in its relations with the National Association. Our loyalty to the best interests of the greater organization has never been questioned and I firmly believe each and every Ohio grain dealer is ready to lend his support to the National Association and to commend the watchful care it has exercised over the higher interests of the trade. It is much to be desired that this relation continue as time passes serving more closely to unify the interests of the two organizations.

#### Wider Membership and Better Support.

The Ohio Grain Dealers' Association needs a wider membership and more general support on the part of the grain handlers of the state. Non-members, honest and upright in all respects, ready to pay for all service rendered, receive continually the benefits derived from the vigilance exercised by their trade associations and yet contribute neither financial nor moral support. They do not desire to have the associations dissolved and put to the test will readily admit the necessity of their existence. The lack of affiliation is not necessarily the result of deliberation or design but rather of indifference. There are too many non-members in the northwestern section of Ohio, the territory of heaviest grain production. Local association affairs in this section seem to be somewhat chaotic. The gospel of the State Association should be carried into this territory. Every dealer of good standing in the state should be on the rolls, either as a direct member or in a relation of affiliation. The local can and does accomplish some things that the State Association cannot accomplish, on the other hand the State Association covers a broad general field that cannot be covered by a local association or any combination of local associations. The State Association should foster the existence of local associations and should aid by all possible means that they may in full measure accomplish their ends; the local association should by affiliation of its membership support the state organization. Some plan should be arranged by which the membership in the Association might be materially increased. I would suggest an amplified membership committee, composed if advisable, of one member from each county in the grain producing section of the state. With proper organization and a little effort by each of many individuals, the membership ought to be doubled.

#### Praise for Secretary.

This would remove the only wrong existing in this Association and that is the disgraceful disparity that exists between the value of the services rendered by your secretary and the salary he receives for these services. This is the third time I have had the pleasure of bearing to your Association a record of my appreciation of the services of Secretary McCord. No detail of association interest escapes him and he is never beset with too many cares to give to its interests painstaking attention. Your interests are his interests; he regards them as such and he gives of his time and strength to the Ohio Association and that apparently without regard to compensation. Gentlemen, such services are above price, but this is a world of material necessities, and a better compensation should be made for the official duties performed by Secretary McCord. A tribute to the business acumen and painstaking methods of Secretary McCord is the record of the Ohio Grain Dealers' Mutual Fire Insurance Association which is unique among associations of this character. Directly the offspring of this Association, it deserves the support of every elevator owner in the state. We are not advertising business institutions, but we do take a pride which we trust is pardonable in producing this Fire Insurance Association as a concrete example of the benefits to be derived from a spirit of association and co-operation among the grain dealers of the state.

#### A Tribute to the Grain Trade Press.

The press of the grain trade deserves mention as having made rapid strides in improvement during the past year. The journals of the grain trade are a credit and the fact that they are enabled to maintain a standard so high is significant of the extensive interests that they serve. No individual or firm interested in the traffic of grain or grain products can afford not to be a subscriber for one or more of these publications.

This Association continues to stand for the highest interests of the trade. It has promoted higher business ideals, developed a spirit of co-operation among dealers and swept away the barriers of trade hatred and prejudice between fellow dealers placing competition



on a higher plane and blazing the way along the lines of correct and just trade rules and commercial rectitude. The Association should preserve the spirit of its youth and live not by recounting the achievements of the past but by an enthusiastic anticipation of the greater work that lies in the future. Not one of the large associations in the trade, we blushing admit that what we lack in quantity we make up in quality. No association of men has a more royal membership.

Since January, 1912, to this day through all weakness and incompetency, I have enjoyed the splendid support of every member and as a younger member, I desire especially to emphasize the spirit of helpfulness and sympathy on the part of that ever contracting circle of older members who made the Association what it is and whose influence is still to make it more than it is. I should be guilty of ingratitude should I fail to express appreciation of the honor of serving as your president during the past year. I have done what I could. As much as within my power I have tried to keep the Association facing the future. This generation is the best generation in which to have been born, this year was better than any previous year, this is the best day that God has made. But the next generation will be better than this. Next year the world will still have advanced and tomorrow God will have made a better day than today.

It is this spirit of progress that must possess all human institutions if they are to endure. This Association must increasingly meet the higher demands of the trade. We have only begun; this will become more and more apparent. Changing to meet changed conditions, always keeping in front, holding aloft the best for the trade and in the trade, the Ohio Association must maintain a record of usefulness, and usefulness is the highest merit in either men or human institutions.

#### REPORT OF SECRETARY

Secretary J. W. McCord of Columbus gave his report as follows:

The activities of the office of the secretary during the past year have been up to the standard of former years. We have been alive to every important factor entering into the grain trade in all its relations, using our best endeavors for the accomplishment and attainment of the best results of every effort put forth by the trade through individual and organized forces for the general welfare of the trade, such as legislative and other reforms, matters pertaining to the Uniform Bill of Lading, the establishment of Government grades of corn, the Grain Grades Act, the pending freight advance case, the agitation for the proposed special charge for spotting and switching service, the matter of minimum weight for grain in car lots; also protesting against the very recent contemplated action on the part of the carriers in Central Freight Association territory with respect to increasing the minimum carload weight on corn from 56,000 to 60,000 pounds.

In this latter proposition we believe we are the first and only Association that the carriers have approached or consulted on the subject. We believe that our reply to them on the subject, which we made in writing in the form of a brief submitting argument against the proposed increase of minimum weight, will have the effect to convince the Official Classification Committee, when the matter comes before them, that any increase above 56,000 pounds of carload minimum for corn, especially at this time or in the near future is not warranted and would impose an unjust and unreasonable burden on shippers of grain.

We have very actively co-operated with the Grain Dealers' National Association and the several state associations in all matters of general importance to the grain trade that have arisen, such as have already been disposed of, and those subjects that are still pending.

#### Assistance to Local Associations.

We have rendered all possible assistance and encouragement to the local associations in our state. We have responded promptly to all requests of members in matters affecting their own individual troubles in their relations with the railroads and also have assisted in procuring settlement of disputes and trade differences which have arisen between our members themselves, also between our members and non-members.

Numerous requests have come to us from our members for advice and opinion on a diversity of matters related to the trade and we believe we have been able to give such advice on all requests as has afforded a satisfactory solution of the problems in questions and matters submitted to us.

Several cases of trade differences for proposed arbitration have been before us during the year, and we are pleased to say that by our efforts we have procured settlements or otherwise disposed of these cases satisfactorily. So that our Committee on Arbitration has not been burdened with any work during the year.

I wish especially to thank our worthy president for the very great interest he has shown in every department of the work during the terms of his office, and to acknowledge the very great relief afforded the secretary's office by his valuable assistance in attending conferences, and being constantly alive to the welfare of the Association in all its relations.

I desire to thank the members for their hearty and ready response in our requirements for financial and moral support.

Judging the future by the past, the promise for still greater accomplishments in the future for the good of the grain trade, the placing of the grain business on a still higher plain, the attainment of a still higher degree of mutuality, harmony and good feeling among dealers and as between dealers and producers, and the attainment of a higher degree of equity as between carriers and shippers of grain, is indeed bright. This result will surely be reached if we but keep our shoulders to the wheel, and as one man we cheerfully con-



VICE-PRESIDENT JOHN WICKENHISER  
Toledo.

tribute our moral and financial support to the great work in which we are engaged.

#### TREASURER'S REPORT

The treasurer's report showed a balance on hand from the previous year of \$73.39. Receipts for the year ending June 17 were \$922.50, making a total of \$995.89. Disbursements were \$978.96, leaving cash in the treasury June 16, 1914, of \$16.93.

On motion by C. E. Groce of Circleville, the report of the secretary was accepted and that of the treasurer referred to the Auditing Committee.

#### THE CONVENTION COMMITTEES

President Eikenberry appointed the following committees:



THIS QUARTETTE MISSED NONE OF THE CEDAR POINT ATTRACTIONS  
Reading from Left to Right—Mr. and Mrs. T. R. Dunlap and Mr. and Mrs. Fred Mayer.

RESOLUTIONS—H. S. Grimes, C. E. Groce, J. H. Motz, Fred Mayer, D. McWilliams.

NOMINATIONS—H. S. Heffner, Clyde Pontius, M. A. Silver.

AUDITING—C. B. Seeds, Oscar Teegarden, O. E. Huston.

#### MEMORIAL

Secretary McCord read an appropriate memorial over the following members who had passed from this life during the year: David Arnold of Arnold & Iddings, Bradford; O. T. Roszell, Troy; R. V. Jones of Jones Grain Co., Sidney; Jacob Hauss of

Hauss & Bitler Company, Wapakoneta; Jos. Hermler, Ottawa; Robert Kolter, Spencerville; Philip Smith, founder of the Philip Smith Manufacturing Company of Sidney.

#### FUNCTIONS OF SPECULATION

J. C. F. Merrill, secretary of the Chicago Board of Trade, delivered a very able address on "The Functions of Speculation in the Distribution of Farm Products." Mr. Merrill said in part: "Speculation begins with the farmer who assumes the risk of drought, sun and weather of all kinds harmful to his crop. When the product is harvested we find that speculation is in evidence more prominently because production implies ownership and risk of ownership is due to the vicissitudes of the seasons. We have a harvest, at some time, in all parts of the world so that conditions affecting values are constantly changing. Yet no one can tell the actual trend of prices. Students of the world's production become possessed of an opinion, and while opinion is not a commodity, yet these students become the competent carriers of the world's surplus.

"The population of the United States is about 98½ million people with approximately 6½ million farms on which their food is grown. Consequently ownership is forced by necessity. The question of vital importance is, who shall retain this ownership? The farmer takes his part in this speculation while he retains the ownership of his product; the grain dealer next assumes a risk in handling that product; the miller, too, has a part and finally the professional speculator when the product has been offered on the market. Thus it happens that someone is constantly bearing the risk. Here we see the use of speculation as a function in the distribution of grain and also see how it decreases as the farmers distribute their products."

H. S. Grimes: I think Mr. Merrill's interesting and instructive address deserves more than a passing notice. It gives us information that I am sure none of us has ever had before. I move the thanks of the association be tendered to him for the talk has has given us. The motion carried unanimously.

#### CO-OPERATION OF MILLERS AND GRAIN DEALERS

J. C. Miller of Canal Dover, president of the Ohio Millers' State Association, read a paper on the subject of "Co-operation Between the Miller and the Grain Dealer," from which we take the following excerpts:

My remarks on co-operation will have to do primarily with the wheat end of the business, as my com-

pany is located in a section of the state where there is practically no corn, oats or other coarse grains grown for the market, and I know very little as to the basis on which they are handled. I am quite sure that all who are here will agree that co-operation is better than so-called cut-throat competition. If not, then you are out of harmony with the present day times, and want to face about and get in line with the procession, otherwise it will mean ultimate ruin to both you and your competitor. Every business is entitled to a fair margin of profit, which no one can gainsay. Should it fail to return a reasonable and fair margin of profit on the investment, it is due to no other cause than lack of co-operation with your competitor, provided of course that the management is diligent and careful



and uses ordinary good judgment in the conduct of the business. I take the position that no one, be he a large or small dealer, has sufficient natural or other advantages over his competitor where prices are governed by the same market, that the one can make a profit and the other suffer a loss. In arriving at this conclusion, I of course eliminate the element of speculation.

The business of the grain dealer and miller are so closely allied that their interests are mutual; in fact they are inseparable. The grain dealer can not get along without the miller, who, as a rule, offers him a better market for his grain than the terminal markets will afford, and likewise the miller can not do without the grain dealer, from whom he can usually buy to better advantage than from the terminal markets. The buying and selling price of both is governed by the same market, hence between the two the most perfect co-operation should exist.

While some millers endeavor to control a line of elevators to supply their requirements of grain independent of the individual grain dealer, I, however, do not consider this profitable, or of any material advantage to the miller. My company operated for many years on this plan, but in recent years, with one or two exceptions, we have discontinued the practice of operating outside, or country elevators. I take it that the individual grain dealer, when handling feeds, fertilizers, implements and the many other staple articles for which he has ready sale to the farmers and others in connection with the buying of grain, can operate elevators to better advantage and more profitably than can be done by mills on either a salary or commission basis.

#### Harmony Between Millers and Grain Dealers.

I do not know what custom obtains between millers and grain dealers in other sections of the state in the buying and selling of grain in competitive territory, but in our section I wish to say there exists perfect harmony and co-operation between ourselves and all the grain and feed dealers in our own and adjacent territory. We have a local organization which includes the millers, grain and feed dealers, hold monthly meetings, and by reason of this organization we have been enabled to place the retail business on a strictly cash basis, and which is rigidly adhered to by every member of the association. Most of you are no doubt in position to appreciate the value and importance of selling on these terms when handling a cash commodity for which you were obliged to take up sight draft before receiving the shipment. There is no good or valid reason why the farmer should demand and receive spot cash for every bushel of grain or other farm products that he may have to sell, and then in turn expect the grain dealer to extend him unlimited credit and time on his purchases. Our organization has been well worth while for the correction of this one trade abuse alone, if for no other purpose, and now in our territory the farmer and grain dealer are doing business on the same terms, which is proper and just and as it should be.

In the buying of wheat we maintain a fair and uniform price, which enables us to handle it to advantage, and such as will insure the grain dealer a reasonable margin of profit at all times. The result is we all get our just and proper share of the grain that moves, and that portion which would naturally move or belong to one market or the other by reason of our respective locations. We buy grain at a price which will permit of disposing of or milling it at a profit. You know the old adage, "goods well bought are half sold," which is as true in the grain and milling business as in any other line.

#### Antagonism Relegated to the Past.

On the other hand, you well know what the result would be were we antagonistic and trying to outbid each other regardless of the market value, simply for the glory of doing a little more business by drawing grain from every territory which properly and naturally belongs to our competitor, or for the purpose of gratifying some personal feeling we may have against him. I am happy to say, however, that this method of doing business belongs largely to an age which is past and gone and we are profiting by the many financial wrecks and ruins it has left strewn all along the pathway of time, by co-operation and the organization of the various trade associations for the purpose of bettering such conditions. When we rub shoulders with our competitor at our meetings and learn to know him better we find that he is human like the rest of us, and not the vile monster we accused him of being, and if approached in the right spirit he will be an exception if he does not meet you half way. If he does not, then go ahead and conduct your business on a business basis, demanding a fair and just margin of profit on what you buy and sell, regardless of what your competitor may be doing.

An adjournment was then taken for luncheon.

#### WEDNESDAY AFTERNOON SESSION

The afternoon session opened with an address by Charles Quinn, secretary of the Grain Dealers' National Association, who spoke upon the work of and the need for that organization.

Henry L. Goemann of Toledo presented a number of arguments showing why Section 7 of the Moss bill was harmful to the interests of the grain dealer

and the bad results that would follow should it become a law. He proposed the following resolution, which was adopted:

Resolved, that Section 7 of the Moss Bill is not to the best interests of the grain trade and that it be amended so that the official inspection at point of shipment be the final inspection and appeal when contracts are based on terms of such market.

With the adoption of the resolution the meeting adjourned until the following day.

#### THURSDAY MORNING SESSION

President Eikenberry called the final session to order at 10:30 a. m. Thursday morning and announced the first order of business to be the hearing of reports of local secretaries. Reports were given by E. T. Custenborder, secretary of the Miami Valley Grain Dealers' Association; H. P. McDonald, secretary of the Northwestern Ohio Grain Dealers' Association; C. W. Pontius, president of the Buckeye Grain Association. These associations were reported in a flourishing condition.

D. W. McMillen, president of the National Hay Association, was called upon, who expressed his pleasure at being present and invited the dealers to attend their annual meeting in July.

J. Barry Mahool was introduced as a grain dealer and ex-mayor of Baltimore. Mr. Mahool said: I was a grain dealer before I became mayor. I feel that we have a great town in Baltimore and that we are going to do a good business in wheat. It is a matter of record that Baltimore probably shipped more corn the past few years than any other market. We have the facilities to handle this great coming crop which is going to come to the seaboard. We have built large docks and our ship channel will be deepened to 35 feet so that in connection with the Panama Canal Baltimore will be in the foreground with facilities for handling business.

E. H. Culver, chief grain inspector of Toledo, explained the new corn grades and gave the schedule which Toledo had adopted. It would be necessary, he said, for every dealer to have a moisture tester and test his corn.

Bert Ball, secretary of the Crop Improvement Committee, Council of Grain Exchanges, addressed the meeting on the advantages of all working together in the matter of increased crop production. He offered a resolution on this line which was later incorporated in the report of the committee on resolutions.

John Wickenhiser of Toledo said he had procured some of Mr. Ball's crop literature last winter and had distributed it among the elevator operators in his district. He was surprised later to learn the great interest the farmers had shown in the matter. Mr. Wickenhiser had also put out some new seed in the district which had given gratifying results.

#### RESOLUTIONS

The report of the Committee on Resolutions was read by J. H. Motz and adopted as follows:

##### Crop Improvement.

Whereas, the population of the United States is increasing at a much more rapid rate than the production of cereals; and

Whereas, the prosperity of the grain business depends upon a steady increase in the yield of better grain; therefore, be it

Resolved, that the Ohio Grain Dealers' Association again commend the work of the Crop Improvement Committee of the Council of Grain Exchanges; and that every member be, and he hereby is, appointed a special representative of this Association each in and for his own county or locality, and will take an active interest in the organization of this seed wheat campaign and agrees to call or attend a local meeting or meetings of other committee men representing the millers, bankers and recognized rural and civic organizations, for the purpose of arousing a community of action and obtaining a larger yield of better grain.

##### National Legislation.

Whereas, production, marketing and distribution of the soil products of the country are matters of the greatest importance and vitally concern the people of the whole country; and

Whereas, improvement of some of the methods in common use is believed to be possible and desirable; therefore be it

Resolved, that the Ohio Grain Dealers' Association, in convention assembled at Cedar Point, O., June 17-18, 1914, records itself as favoring all substantial efforts made by legislative enactments to this end. That prominent among the subjects now before the Congress of the United States are the Bill of Lading and Grain

Grades Act, measures calculated to benefit and add safety to the transportation of commodities and the grading of grain. That these measures are of first importance to all members of this Association; and be it further

Resolved, that each member of this Association be and hereby is requested to take up with his Congressman the importance of these measures and to urge their enactment, calling attention to needful changes in the Grain Grades Act in order that uniformity of classifying grain into grades may obtain with reliable certainty everywhere throughout the country.

##### Carload Minimum on Corn.

Whereas, we learn from authentic sources that the railroads in official classification territory are considering a recommendation to the official Classification Committee for an increase of the present carload minimum on corn from 56,000 to 60,000 pounds; and

Whereas, the increase in revenue to the carriers under the change would be almost inconsiderable and the detriment to shippers would be so great, by reason of the disturbing and breaking down of trade custom well established on a basis of 1,000 bushels or 56,000 pounds for a commercial car of corn; therefore be it

Resolved, that we earnestly protest against the contemplated action, and the secretary is hereby instructed to confer with the proper officials and use the best efforts of the Association in preventing the change.

##### Pomerene Bill.

Resolved, that we hereby renew and still continue our best efforts to secure the enactment by Congress of the Pomerene Bill of Lading Act, which bill has been agreed upon by practically all shipping interests and seems to have no considerable opposition in either branch of Congress and only waits opportunity for a vote.

##### Work of Baltimore Endorsed.

Resolved, that the Ohio Grain Dealers' Association, in convention assembled, June 18, 1914, extends a vote of thanks to the Baltimore Chamber of Commerce for its persistent and untiring efforts in opposition to the agreement between certain railroads and markets, providing for an allowance on account of natural shrinkage amounting to one-quarter of one per cent on corn and one-eighth of one per cent on all other grains, said efforts of the Baltimore Chamber of Commerce resulting in the abrogation of said agreement, which represents not only large savings of money to shippers and receivers alike, but also prevents petty annoyances in connection with the filing of claims for losses.

##### Spotting Charge.

Whereas, the so-called "spotting charge" has been before the Interstate Commerce Commission under various forms and conditions during the past few months; and

Whereas, the imposition of any charge whatsoever against shipments from country elevators other than the regular tariff freight rates would be unjust and unfair to the producer and shipper; therefore be it

Resolved, that we earnestly protest against such means of increasing the revenue of the carriers.

The subject of an increase in the secretary's salary and added membership was discussed by H. S. Heffner, John Wickenhiser and H. S. Grimes. A motion prevailed that the salary of the secretary be increased a minimum of \$500 and that a membership committee in each county in the state should be appointed by the president to solicit members. If this plan failed of adding to the members of the organization a traveling solicitor should be secured and work on a three months' campaign at a minimum cost to the Association of \$500.

The following officers were elected: President, E. C. Eikenberry, Camden; vice president, John Wickenhiser, Toledo; secretary-treasurer, J. W. McCord, Columbus; members of governing board, K. B. Seeds, Circleville; H. S. Grimes, Portsmouth; S. L. Rice, Metamora.

The meeting then adjourned *sine die*.

#### ECHOES FROM THE BREAKERS

Cedar Point seems to be an uneradicable habit with Ohio dealers.

Seen on the Boardwalk were J. C. Burrell, Detroit, Mich., of Burrell Engineering & Construction Company of Chicago; A. S. Garman, representing the Huntley Manufacturing Company, Silver Creek, N. Y.; G. H. Baxter, with Richardson Scale Company, Passaic, N. J.; Chas. H. Stirling, with Invincible Grain Cleaner Company, Silver Creek, N. Y.; A. P. Becker, with Seed Trade Reporting Bureau, Chicago.

Eastern markets were represented by L. W. Forbell, New York City; W. M. Richardson, Philadelphia; J. A. A. Geidel of Pittsburgh, E. H. Beer, John W. Snyder, J. B. Mahool, Thos. C. Craft, Jr., H. E. Elgert, Baltimore; Fred E. Pond, secretary Corn Exchange, F. J. Shoenhart, C. A. Bartow, C. T. Doorty, E. E. McConnell, Buffalo.



A. S. Garman and H. S. Heffner arranged a fish dinner at the Hotel Rieger on the closing day of the convention which was largely attended. Fish stories were barred.

F. E. Watkins, F. W. Blazy, H. M. Strauss and Chief Grain Inspector J. E. Heniken came over from Cleveland, and Cincinnati sent H. M. Brouse and O. C. Hale, D. Hazlett, F. W. Evatt.

Souvenirs in the form of knives were distributed by E. L. Southworth, and J. A. A. Geidel of Pittsburgh gave out celluloid pocket cards with the new Federal corn grades printed thereon.

The Chicago market was represented by Secretary of the Board of Trade J. C. F. Merrill, J. M. Adam, with Rosenbaum Brothers; Bert Ball, Secretary Crop Improvement Committee, Council of Grain Exchanges.

From the neighboring market of Toledo there were Chief Grain Inspector E. H. Culver, H. T. Goemann, Fred Mayer, John Wickenhiser, Geo. A. Kregloh, E. L. Southworth, National Secretary, Charles Quinn, Charles Knox, J. W. Young, Geo. D. Woodman, R. S. Burge, R. S. Sheldon, H. W. DeVore.

#### THE ATTENDANCE

The Ohio dealers who attended were: Pearl Helfrich, Bowling Green; W. B. Granmer, Deshler; C. O. Garver, Columbus; Chas. O. Peters, Chicago; E. T. Custenborder, Sidney; D. W. McMillan, Van Wert; J. W. McCord, Columbus; J. Ralph Pickell, Chicago; W. R. Crow, Chicago; T. Reed Dunlap, Alger; E. O. Teegardin, Duvall; H. S. Grimes, Portsmouth; O. King, Indianapolis, Ind.; K. B. Seeds, Circleville; Walter M. Tyler, Wooster; J. H. Motz, Brice; J. W. Channel, Melvin; Harry E. Rapp, Sabina; Myron S. Silver, West Jefferson; H. S. Heffner, Circleville; R. W. Lenox, Richwood; Frank H. Tanner, Columbus; L. B. Miller, Springfield; S. B. Swoope, Amanda; J. M. Pence, Ansonia; H. P. McDonald, Greenville; John G. Boggs, Circleville; C. E. Groce, Circleville; A. L. Gilmore, Columbus; C. C. Patterson, Bellevue; J. C. Miller, Canal Dover; E. C. Eikenberry, Camden; Ed. McCue, Arcanum; Edward H. Hess, Coldwater; A. Stryker, Huron; W. R. Tabbert, Rocky Ridge; J. R. Fritzsche, Oak Harbor; R. H. Park, Bascom; Thos. L. Bell, Illinois; M. Bell and W. Bell, Illinois; Emory Thierwecker, Oak Harbor; A. E. Huffman, Bowling Green; C. S. Young, Bowling Green; Rudolph Raabe, Fort Jennings; J. L. Doering, Antwerp; Will E. Schlientz, El Dorado; C. M. Eikenberry, Camden; C. W. Pontius, Lewisburg; D. R. Risser, Vaughnsville; E. L. Diller, Bluffton; R. H. Watson, Old Fort; W. A. Dull, Wilshire; L. W. Dewey, Blanchester; S. L. Rice, Metamora; Eli Short, Elmira; L. A. Mennel, Toledo; Jno. D. Owens, Marion; Jas. P. McAllister, Columbus; B. T. Holser, Walkerton; Karl Saltsman, J. C. Palmer and E. R. Leisch, Ashland; Chas. Bayman, LaRue; H. O. Toms, Prospect; C. O. Barnhouse, Agosta; E. Stritmatter, Portsmouth; P. H. Harsha, Portsmouth; A. B. Beverstock, Mansfield; R. W. Taylor, Sandusky; G. H. Donahue, Sidney; J. W. Simmons, Pemberton; Earl C. Bear, Hicksville; J. H. Shelley, Wellington; J. Vining Taylor, Winchester, Ind.; R. D. Stryker, Huron; G. W. Lamb, Hooker; T. O. Junkin, Norwalk; G. R. Forrester, Swanton; W. J. Perry, Sandusky; W. H. Slaybaugh, Lucky; C. F. Riechelderfer, Cridersville.

#### VARIETIES OF OATS IN NEBRASKA

Some recent tests have been conducted by the State Experiment Station at Lincoln on a number of varieties of oats. Twelve different kinds of oats were divided into early and late maturing, according to their ripening dates. On an average of four years five early-maturing varieties yielded 53.9 bushels per acre, as compared with only 40.1 bushels per acre for the seven late-maturing sorts.

In the early-maturing group were Burt, Sixty Day, Kherson, Canada Red and Texas Red. Of these Burt was the earliest to mature and yielded, as an average for four years, about four bushels per acre more than Kherson, which ripened about four days later. Among the late-maturing varieties Lincoln was the best yielder and also the earliest to mature. This shows that yield is related to earliness of maturity.

There has been some complaint that Kherson oats is "running out," and does not produce well. This is undoubtedly due in part to the poor oats seasons and in part to a "running out" of the soil. Oats show the effects of declining soil productivity sooner, perhaps, than any other farm crop. In northern Nebraska, where the spring is longer and the summers not so hot, some of the late-maturing varieties of oats are able to compete with the earlier sorts.

## Council of Grain Exchanges Meets at Buffalo

Midsummer Meeting of Council Discusses Important Matters Before the Trade—National Legislation Subject of Resolution—Buffalo Terminal Facilities Criticised—Crop Improvement and Education Receive Attention

THE midsummer meeting of the Council of Grain Exchanges was held at the Lafayette Hotel, Buffalo, N. Y., on June 15-16. The first session on Monday morning was called to order by President Murray, who briefly reviewed the work of the Council in its early years and during the preceding six months in carrying out the resolutions offered at the January meeting. The invitation to Congress to investigate the Exchanges, with the promise of full co-operation and support, was duly presented to the proper officials and congressmen. Publicity and crop improvement work was carried on with gratifying success, emphasizing the good of the Council and the necessity for its continuance. He

Omaha Grain Exchange..... 300  
Baltimore Chamber of Commerce..... 200

We have to hear from the Milwaukee Chamber of Commerce, the New York Produce Exchange and the Cincinnati Chamber of Commerce. The Toledo Produce Exchange and the Buffalo Corn Exchange have notified your secretary that they cannot contribute to the Crop Improvement Fund. The San Francisco Chamber of Commerce is spending \$5,000 this year on its own account for crop improvement work and your president did not deem it advisable to press for an appropriation, especially in view of their extensive work on the Pacific Coast. The exchanges which have appropriated the \$10,500 have paid in to the Crop Improvement Fund since the January meeting the sum of \$6,000, and the balance due is subject to call by the officials of this organization; \$1,000 has also been received from the U. S. Brewers' Association.

#### Finances.

The finances of the Council are in a most satisfactory condition. We have more money in the general fund at this time than ever before at any mid-summer meeting. The receipts and expenditures of the secretary's office during the past six months have been as follows:

#### RECEIPTS.

Jan. 17. Balance on hand.....	\$ 343.43
Jan. 19. Milwaukee Chamber of Commerce.....	200.00
Jan. 19. Chicago Board of Trade.....	200.00
Jan. 24. Minneapolis Chamber of Commerce.....	200.00
Jan. 28. Kansas City Board of Trade.....	200.00
Jan. 28. St. Louis Merchants' Exchange.....	200.00
Jan. 31. Baltimore Chamber of Commerce.....	200.00
Feb. 6. New York Produce Exchange.....	200.00
Feb. 6. Toledo Produce Exchange.....	100.00
Feb. 6. Omaha Grain Exchange.....	200.00
Feb. 12. Peoria Board of Trade.....	100.00
Feb. 16. Duluth Board of Trade.....	200.00
Mar. 5. Buffalo Corn Exchange.....	200.00
Mar. 5. Wichita Board of Trade.....	100.00
Mar. 17. Cincinnati Chamber of Commerce.....	100.00
Apr. 1. Interest .....	51.00
June 1. San Francisco Chamber of Commerce.....	100.00
June 1. Interest .....	24.00

Total receipts .....\$2,918.43

#### DISBURSEMENTS.

Secretary's salary .....	\$500.00
Traveling expenses .....	141.55
Printing .....	194.81
Stenographer .....	54.00
Office expenses .....	49.21
E. L. Renaud, reporting January meeting.....	19.65

Total .....\$959.22

June 15. Balance on hand.....\$1,959.21

#### Crop Improvement Fund.

#### RECEIPTS.

Jan. 17. By balance .....	\$ 6,871.95
Feb. 27. Omaha Grain Exchange.....	300.00
Mar. 21. Baltimore Chamber of Commerce.....	500.00
Apr. 9. Duluth Board of Trade.....	500.00
May 27. Chicago Board of Trade.....	2,500.00
June 1. Kansas City Board of Trade.....	500.00
June 1. U. S. Brewers' Association.....	1,000.00
June 1. St. Louis Merchants' Exchange.....	2,000.00

Total receipts .....\$13,871.95

#### DISBURSEMENTS.

Feb. 2. Voucher No. 60.....	\$1,464.82
Feb. 21. Voucher No. 62.....	747.48
Mar. 2. Voucher No. 61.....	837.47
Apr. 1. Voucher No. 63.....	451.10
Apr. 1. Voucher No. 64.....	842.53
Apr. 27. Voucher No. 186.....	959.53
Apr. 27. Voucher No. 187.....	333.57
May 27. Voucher No. 190.....	1,198.79

Total .....\$6,835.28

June 15. Balance on hand.....\$7,036.67

One of the first authorized duties of your officials at the conclusion of the January meeting, was to send copies of a "Memorial to Congress" (unanimously approved by the delegates) to the exchanges for approval and to the chairman of the Judiciary Committee of the Senate, the chairman of the Agricultural Committee of the House, to the President of the United States, the Vice-President and Speaker of the House of Representatives, to the Secretary of Agriculture and to all other officials, Federal or otherwise, to whom it was deemed advisable to send the memorial.

The provisions of this memorial, which was more widely discussed and was given more publicity than any other single measure proposed or adopted by this Council since its inception, provided in effect that the produce and commodity exchanges favored an investigation by the proper authorities of Congress before the



FIRST VICE-PRESIDENT GEORGE H. DAVIS AND  
PRESIDENT J. C. MURRAY.

spoke of the pending investigation of the private wire question by the Interstate Commerce Commission, and of the probable valuable service that the Council could lend to the grain trade during that investigation.

#### THE SECRETARY'S REPORT

Secretary J. Ralph Pickell presented an interesting report which was very satisfactory to the Council from a financial standpoint and also from that of accomplishment. In part the report was as follows:

The first problem of primary importance confronting your officers, succeeding the January meeting, was the securing of funds to promote the work of the Crop Improvement Committee. Accordingly, requests were sent to the exchanges affiliated with the Council, for appropriations; and while all have not as yet responded, most of the organizations have been generous and prompt in making their appropriations. Specifically, \$10,500 has been appropriated for Crop Improvement work, as follows:

Chicago Board of Trade.....	\$5,000
St. Louis Merchants' Exchange.....	2,000
Kansas City Board of Trade.....	1,500
Minneapolis Chamber of Commerce.....	1,000
Duluth Board of Trade.....	500



passage of any Federal legislation affecting the interests of the grain trade.

The Exchanges were immediately asked by your president, in accordance with instructions, to endorse the memorial and to circulate it freely among the members of Congress. Some of the exchanges affiliated with the Council very promptly approved the memorial, while others were somewhat dilatory in its endorsement and did not call the attention of national legislators to the memorial. The memorial was eventually favored by the Duluth, Kansas City, Minneapolis, Milwaukee, Omaha, St. Louis, San Francisco, Wichita, Buffalo and Chicago Exchanges. The memorial was also submitted to exchanges not affiliated with the

tee, of which Charles F. MacDonald was chairman.

The Bill of Lading Committee reported that the Pomerene Bill (S. 387) relating to bills of lading was passed by the United States Senate on June 6, and that it was now in the hands of the House Committee on Interstate and Foreign Commerce.

This bill has been before the country for some time and it was pointed out that practically identical measures had been accepted by the American Bar Association and the American Bankers' Association. It has also been enacted, with slight varia-

quirements. Therefore, this organization should strongly urge its component membership to concentrate their efforts for early action by the House of Representatives, and make arrangements to be represented at the hearings by the House Committee on Interstate and Foreign Commerce, in order that it may become a law during the last session of the present Congress. The passage of this bill is more important than ever before, because all interests have been fully notified through the testimony given at the numerous hearings before congressional committees, that the carriers admit very little responsibility under the present statute. When it is borne in mind that there is annually transported \$25,000,000,000 of commerce, and that advances are made annually upon bills of lading to the extent of \$5,000,000,000, the wisdom and necessity of this legislation is very apparent.

Mr. Snyder moved that the report be received and the recommendation adopted.

President Murray emphasized the importance of the recommendation and urged all of the exchanges to take the matter up through the proper channels to further the passing of the bill. Upon vote the motion was adopted.

## REPORT OF COMMITTEE ON EDUCATION

Ex-President Merrill presented the report of the Educational Committee in which he showed to what good purpose the committee had labored, mentioning many men of influence in Congress whose views on the question of exchanges and the service they perform had been materially changed in the last three years. In this connection he said that the Henry resolution calling for an investigation of the exchanges would not be passed, as the report of the investigation several years ago was fully sufficient to cover the conditions of the present.

## REPORT OF TRANSPORTATION COMMITTEE

George H. Davis, of Kansas City, chairman of the Transportation Committee, reported that the situation at present was similar to that of last year, that the subject of car spotting was the only new thing to come before the committee. The Supreme Court decision in the Los Angeles case had disposed of this as an immediate issue. He read a circular issued by the Kansas City Board of Trade which had resulted in the suspension by the Interstate Commerce Commission of all tariffs for spotting cars.

President Murray stated his opinion that nothing would be heard of the spotting charges for the



A FEW OF THE HOSTS

Council, and the Little Rock Board of Trade, the New Orleans Board of Trade and the Indianapolis Board of Trade heartily approved its provisions. The Philadelphia Commercial Exchange reported that it "did not deem it advisable to take action." The Baltimore Chamber of Commerce, the New York Produce Exchange, the Cincinnati Chamber of Commerce and the Peoria Board of Trade took no official action relative to the memorial, although no disapproval of the memorial was expressed by any of the exchanges. Indeed, most of their members, though not affiliated with a speculative market, most emphatically approved the memorial and commented favorably upon it.

## Educational Work at Home.

Several weeks of experience at Washington leads one to the inevitable conclusion that the proper place for educational work is not primarily in Congress, but among the constituents of the Congressmen in the country. That Congressman is a rare specimen of the *genus homo* who, though his convictions may favor the exchanges and the grain trade when their welfare is at stake, will vote against the dictates of the people whom he represents. We will talk in vain and write in vain to any Congressman about the benefits of speculation as applied to the grain trade if the constituents of that Congressman, usually of the rural districts, demand that "gambling in foodstuffs" be prohibited by law.

Ours is the task, therefore, to carry conviction in the country, not altogether from a publicity standpoint, because in some respects we have been getting too much publicity, but from an educational standpoint, continually driving home to the producers and to the public generally the fundamental propositions underlying the speculative distribution of grain. This, in effect, is the reason your president deemed it advisable to change the name of the Publicity Committee to that of Educational Committee, and this is the reason that your secretary has been sincerely endeavoring to give the country newspapers real facts about the grain business, through a news bureau which we have maintained at our own expense. This work has gone on apace during the past six months. We have not achieved anything like the wide distribution of articles which have been mentioned hitherto in our reports. While the publication of such articles broadcast throughout the land is meritorious and has its good effect, yet it may be likened unto the firing of a cannon filled with birdshot, which scatters widely and in many places makes slight impressions. What we have been endeavoring to do within the past six months is to fire single shots at vulnerable points where we could make them count for the most through specific and special articles and public addresses. The general subject of the distribution of cereal products is now being carefully studied everywhere and the country papers are giving it more attention than ever before.

John W. Snyder, of Baltimore, presented the treasurer's report which coincided with the financial statement of the secretary. This report, together with the special report of the Crop Improvement Committee, was referred to the Auditing Commit-

tions, by the legislatures of Connecticut, Illinois, Iowa, Massachusetts, Maryland, Michigan, New York, Ohio, Pennsylvania and Louisiana.

A brief review of the bill was given by sections. As the bill has been printed in full in these pages, our readers are familiar with its terms. Sections 23 and 24, however, are of particular interest and will bear repetition. Summarized they are as follows:

Sec. 23. That when goods are loaded by a carrier such carrier shall count the packages of goods, if package freight, and ascertain the kind and quantity, if



EARLY ARRIVALS AT THE COUNTRY CLUB

bulk freight, and such carriers shall not in such cases insert in the bill of lading "shipper's load and count."

Sec. 24. That when goods are loaded by a shipper at a place where the carrier maintains an agency, such carrier shall on written request of such shipper, and when given a reasonable opportunity by the shipper so to do, count the packages of goods, if package freight, and ascertain the kind and quantity, if bulk freight, within a reasonable time after such request, and such carrier shall not, in such cases, insert in the bill of lading "shipper's load and count." If so inserted, said words shall be treated as null and void.

In conclusion the Committee said:

The Pomerene Bill, having received the endorsement of the commercial interests, also the American Bankers' Association and the American Bar Association, it can confidently be regarded that a bill of lading issued thereunder will be an acceptable financial document, and that it has met all constitutional and legal re-

present, but that there was no assurance that it would not come up again at almost any time.

The morning session was then adjourned.

## MONDAY AFTERNOON SESSION

In the afternoon session, which was called to order promptly by the president, a telegram from Henry L. Goemann was read and also an invitation from San Francisco to hold the next meeting in that city. The secretary was directed to thank the senders of the invitation and to inform them that the question of the next midsummer meeting place would be taken up in January.

W. T. Cornelison, of Peoria, member of the Legislative Committee of the Grain Dealers' National Association, and who had kept in close touch with



National legislation on grain matters, was introduced. He said:

I believe we all agree with the president that this matter is one of the most important matters before the grain trade at the present time, and especially as it appears that there is going to be some delay on the passing of any bill for the supervision of grain. The Grain Dealers' National Association started some years ago to simplify and unify the inspection of grain throughout the country. We all thought it was necessary and still think it was necessary. We went about as far as we could by formulating rules but the trouble has been in their uniform application and enforcement, and in my mind we have gone about as far as we can in that direction and we are about in this position: To say to the Government "we have for years been trying to make our inspection uniform; we have passed resolutions and formulated rules, but the application of those rules has not been uniform, and we need a little assistance—not too much, but just a little assistance, and will you kindly help us carry out our own ideas?" and that is as far as the majority of the people in the grain trade think that the Government should go. That is, Federal supervision rather than Federal inspection. Of course there have been certain interests, such as the farmers and some of the far western Farmers' Grain Dealers' Associations that have been very strong for strict Federal inspection. Of course Mr. McCumber is keeping at it, but his bill has been defeated, but I have been in pretty close touch with a good many of the farmers' organizations and I believe

age before the Secretary of Agriculture could lay his hands on him and revoke his license.

There might be something said with reference to the need of the Atlantic Seaboard markets wishing to be excepted from the provisions of this bill. We hardly think that will be possible. . . . The same arguments that they advance for wishing to be excepted from the provisions of this bill might be applied to the dealers in the middle west, and it is hardly likely that the Government would accede to the wishes of the seaboard market.

#### Application of the New Inspection Rule.

Another matter of great importance to the grain trade and which should be very thoroughly discussed here this afternoon is the application of the new inspection rule after July 1 on grain sold before July 1 for shipment after that. Whether or not a man having sold No. 3 yellow corn at this time for shipment July and August can, under the rulings of the Secretary of Agriculture ship such corn as he is shipping now, or whether or not he will have to ship corn grading No. 3 yellow corn under the new rule. It is a very vital question to a good many in the trade. I am free to confess that I think serious complications are possible and that we should go into that matter very thoroughly.

#### THE MOSS BILL

J. C. F. Merrill, who is also closely in touch with legislation matters, spoke on the subject as follows:

A few days ago I received from Congressman Moss a copy of his bill together with a letter in which he

ket, and after one of them has been there long enough to learn exactly what that board is doing, change one of them say from Chicago to St. Louis, and in a couple of weeks change another one to Kansas City and in a couple of weeks the other one to Minneapolis, and substitute in each instance a man from the other markets, so that after a few months at most each man by going to the various markets will make the same application of the rules to the same grain in the same way in all markets. Without that we shall have Federal inspection under this bill of Mr. Lever's, or under this bill of Mr. Moss's and that is not what we want. That is not what the national organization has been working for and it is not what this organization has been working for, and it should be our duty to acquaint these gentlemen with the fact that the proposed measures will not accomplish supervision.

#### Supervision Bills are Misnamed.

It is a misnomer to call them supervision bills. To license our present inspectors and make them thereby Federal inspectors will leave them just where they are and will not change matters.

Now with respect to the enforcement of the law, in view of the decision in the Hall-Baker case, which knocked out the Pure Food Act as applied to grain, I do not believe that the United States Government will undertake to do anything until further enactment is passed. I do not believe that it has confidence that it will be upheld by the court, and as Mr. Cornelison has said, he is not a lawyer and I am not a lawyer but my opinion is that there is nothing in that law that entitles them to disturb state inspection. I don't think that the inspection after July 1 will be observed very much by the Federal officers at Washington for the reasons that I have given. The Inspection Department in the state of Illinois has now passed from the Board of Railroad and Warehouse Commissioners, which was recently abolished by the Public Utilities Act, and it is now under the direction of the Illinois Public Utilities Commission, and that commission in announcing that the Federal grades of corn would be effective on July 1, also announced that all grain or corn in store on July 1 would be held in public elevators (licensed by the state) would be held as of that grade and inspected out under the rules under which it was inspected in for a period of ninety days, so that any grain passing out of elevator houses would be inspected out any time within a period of three months if they remained in store so long under the old or present rules, and under the Hall-Baker decision the Government would not be upheld in interfering with such inspection, nor will it uphold the interference with state inspection unless there is some supervision by the authorities.

I am very anxious to see this measure put through the right way. The men at Washington are amenable to suggestions which can be supported by sensible or practical arguments or good reason, and I think this Association should declare itself as being dissatisfied with either of these bills and labor for supervision in fact, not Federal inspection under a new name, which would not be materially different in its real effect from Federal inspection under the McCumber Bill.

After considerable discussion of the matter and at the instance of the chair, L. W. Forbell made the following motion:

That the Council appoint a committee of five, consisting of two representatives of the Seaboard Markets, to formulate a bill for presentation to Congress as a substitute for the Lever and Moss Bills, to insure uniformity of inspection in the various markets of the country and provide a proper supervision of such inspection, with methods for appeal that will be practical in its working.

Mr. Cornelison suggested as an amendment that the secretary be instructed to take up at once with the Secretary of Agriculture the postponement of the effective date of the new corn grades.

Mr. Kennedy moved as a substitute that a committee consisting of Mr. Forbell, Mr. Cornelison and Mr. Merrill be appointed to draw up a resolution along this line and report the first thing in the morning. It was so ordered and the committee was appointed.

Mr. MacDonald read a paper prepared by Mr. Barnes, of Duluth, who is the transportation authority of the Board of Trade of that city and is also the chairman of the Committee on Inland Waterways of the Chamber of Commerce of the United States. This paper is too long to include in our report, but will be given in full in a future issue, as it deals with "How to Make the Great Lakes of More Value to the Grain Trade," a subject of great importance.

#### THE LEASED WIRE QUESTION

The secretary read a letter from J. J. McHugh, secretary of the Chamber of Commerce of Minneapolis, in which he said:

It might be interesting to secure an expression of opinion from the delegates to the Council meeting, with reference to the activities of a certain portion of the membership of the various grain exchanges, who



OVERLOOKING THE GOLF LINKS

that they are now ready to say that if we have a good strict supervision that it would be satisfactory to them, and they will withdraw their opposition to such a measure and also withdraw their strong work for the Federal Inspection Bureau. As you well know, the Legislative Committee suggested a few changes in Mr. Lever's Bill. The most important change as we thought—the members of the committee—was a change in Section 8 of the bill. We here, being all grain people, realize much more than other people would that the bill should specifically state at which place and at what time the inspection should be final, and we could depend altogether on the contract made for purchase or sale.

If I buy Peoria terms, we should know it, or if some one in New York wanted to buy a little more and take the hazard of transportation, if that was a part of the contract, we should know it. We all thought that this Section 8 should be changed.

#### Appeals Should Be Decided Quickly.

Another thing—we thought that the appeal must be had and decided within a few hours, not have to take it to Washington, where it would mean additional time, additional loss, additional chance of deterioration, additional cost and our first thought was that our Committee of Appeals should be composed of our chief inspector, a Government supervisor, and they to call in a third man if they could not agree, but from what Dr. Duvel, as spokesman for the department, said, the Agricultural Department would probably not agree with that, we thought it safe to leave it with the Government supervisors themselves. We believe that the Government will be careful to appoint only competent men, if not we would have to try something else.

Then another difference in the Lever Bill that we thought that could be changed was the mode of appointing and licensing of inspectors. We believe it gave a little too large latitude to the Secretary of Agriculture, and perhaps it might make it compulsory upon him to appoint anyone qualified as an inspector. We think that the inspectors who are licensed under the Government Act—the Lever Bill—should be men employed by recognized associations, rather than issuing a license to a comparatively incompetent man who might go up and down the country as an inspector, as a Government inspector, and do a good deal of dam-

aged that his bill was tentative, that it was not designed to be complete, and that he hoped if any of the grain people had further suggestions to make that they would make them. He said that it seemed necessary to introduce this bill to get some of the facts brought out in the late hearing before the Committee on Agriculture officially, but that, as I have already said, it was not intended to press this bill to passage in its present form. I think the thought suggested by Mr. Cornelison will be apparent to you all—that the bill as it is now formed, or the Lever Bill in its finality is Federal inspection and is not supervision. Neither of these bills meet the requirements of the situation. The licensing of inspectors of existing inspection bodies or authorities will only be to endow them with Federal authority. There can be no supervision unless supervisors are provided for, whose duty it shall be to proceed from market to market and thereby carry uniformity because to endow the present inspectors with Federal function and let them continue to operate under their own construction of the rule without supervision will of necessity continue the same lack of uniformity we now experience and which we have experienced for years past. It would appear to me, as it has from the first, that the only feasible method is to have a bill provide for the appointment of supervisors. The duty of these supervisors should be to proceed from market to market and apply the rules to the grain in the same way at all places, otherwise you will have lack of uniformity, indeed ununiformity in the several markets. You would have it perhaps in the same market under track inspection. When we had track inspection in Chicago, which obtained there for many years and until a few years ago, the difference in the application of the same rule to the same grain by different men resulted in a great deal of confusion and uncertainty.

Now some method such as real supervision will be necessary in order to have uniformity in this country, in order that No. 2 corn in Chicago, St. Louis or Kansas City shall be the same No. 2 corn in all of the markets. Now you can readily understand that by keeping men at one place all the time, not knowing what other men are doing at other places, at the same time will not produce uniformity. The only way it can be produced is to have a board of three or five at a mar-



solicit speculative future trading in grain from the general public, through the operation of private wire offices in small towns, and through advertisements in the daily press, or through circular matter, etc.

Mr. Messmore stated that he believed the matter of the leasing of private wires was one that the Council should well consider; that much of the adverse criticism with regard to the Grain Exchanges and the speculative trading comes through the operation of these private wires; that many of the country people make no distinction between the private wire and the bucket shops.

After some further discussion of the subject by Mr. Sager and Mr. Murray the meeting was adjourned until the following morning.

## TUESDAY MORNING SESSION

While waiting for the report of the special committee on the supervision resolution, Mr. MacDonald presented the following resolution:

Whereas, congestion in the handling of grain through

Whereas, there are now pending in the Congress of the United States and duly referred to the Committee on Agriculture of the House, two bills relating to the grading of grain, one introduced by the Hon. A. F. Lever, the other by the Hon. R. W. Moss, and

Whereas, the provisions of these bills are such that the two prime essentials of legislation bearing on this important matter—Supervision of Existing Inspection Departments and Systems, and Uniformity of Application of the same rules in the same way, in all markets of the country—are not, in the opinion of the Council of Grain Exchanges assembled at Buffalo, June 16, 1914, sufficiently emphasized and provided for; therefore be it

Resolved, in order to more fully co-operate with the efforts of the Grain Dealers' National Association to secure legislation that will best promote and protect the interests of the entire grain trade, that the members of all grain bodies and associations be and hereby are urged to make every effort to influence the Committee of Congress to more definitely provide for the aforesaid essentials of Government supervision of the grading of grain moving in interstate and foreign commerce, to the end that State and Local Inspection Systems as now existing throughout the country may con-

question of a change in dates would come up at that time.

The Auditing Committee reported the books of the treasurer in satisfactory condition, and after a motion of thanks to the Committee on Entertainment and the Reception Committee of the Buffalo Corn Exchange the meeting adjourned.

## THE BANQUET

On Monday afternoon all of the delegates were taken to the Country Club by auto and were there entertained at a splendid banquet, which ended up with a number of unusually good speeches by various members.

## THE ATTENDANCE

The accredited delegates and the exchanges which they represented was as follows:

Milwaukee, P. P. Donahue and A. R. Templeton; St. Louis, E. M. Flesch and J. L. Messmore; Buffalo, Charles Kennedy and Nisbet Grammer; New York, L. W. Forbell; Kansas City, G. H. Davis; Chicago, J. C. Murray, S. P. Arnot, Hiram N. Sager, E. A. James, J. C. F. Merrill, J. Ralph Pickell, Secretary; Bert Ball, Secretary; Baltimore, John W. Snyder and J. Collin Vincent; Duluth, M. L. Jenks and Chas. F. Macdonald; Peoria, W. T. Cornelison; Toledo, Jesse W. Young; Minneapolis, C. A. Brown and J. L. McCaull.

## A NEW DUST COLLECTOR OF MERIT

Fine elevator—well established business—dusty grain—spark—bang—no elevator—no business—no grain. This is the history of so many houses that the announcement of a remarkable new dust collector by the Huntley Manufacturing Company, of



ON THE STEPS OF THE COUNTRY CLUB

the port of Buffalo has been experienced for several seasons and was particularly pronounced in the fall of 1913, and

Whereas, this condition has operated to the disadvantage of every market that must rely to any extent upon the Great Lakes as a medium for the transportation of grain, in some cases greatly curtailing the opportunities of markets for doing business and thereby reducing their grain receipts and thus directly damaging the interests of the grain trade in those markets, and

Whereas, the port of Buffalo by reason of its commanding location at the eastern extremity of the Great Lakes has a practical monopoly as the outlet of all grain that moves over the lakes, and through that fact has a responsibility to all of the shipping ports of the Great Lakes which it should feel itself bound to meet.

Be it resolved, that the Council of Grain Exchanges urges upon the Corn Exchange of Buffalo that it use its best endeavors to have the elevator interests of the port of Buffalo appreciate the responsibility that rests upon them, to operate their plants during the active grain shipping season to their utmost capacity.

Mr. MacDonald explained that the resolution was not offered in any spirit of criticism, but simply for the purpose of impressing upon the grain interests of Buffalo the seriousness of the situation so far as the grain interests depending on lake transportation were concerned, and particularly the Duluth market. Mr. MacDonald gave some figures showing the losses to various interests through the congestion of shipments at Buffalo, and repeated that the resolution was not offered in any spirit of criticism, but simply to bring before the Buffalo grain interests the importance of the question to all markets that ship through Buffalo.

Upon vote the resolution was carried.

## FEDERAL SUPERVISION RESOLUTION

Mr. Forbell for the special committee read the resolution which had been prepared. After some discussion and minor alterations as to wording the resolution was adopted as the sentiment of the Council and a committee of five was appointed to take the matter up with the Legislative Committee of the Grain Dealers' National Association. The resolution in its final form was as follows:

continue in their present independent form, and that unification of federal and local authority may result instead of domination by federal authority, to the extent of, in effect, transforming present inspection to Federal inspection.

In the discussion which followed Mr. Cornelison and Mr. Merrill explained the present status of the Lever and Moss bills, stating that the latter supplanted the former, as it was practically a report of the subcommittee on agriculture. But it was brought out that neither bill would be acted on at the present session of Congress.

## CROP IMPROVEMENT

In reporting for the Crop Improvement Committee Secretary Bert Ball read an interesting paper in which the good work of this committee was clearly shown. The statistics contained in this report are of great interest, showing how the average wheat yield has been raised from 13.9 bushels in 1910 to 16.9 bushels estimated for 1914. It is also of interest to note that 1,100 counties are organized or are in process of organization for crop improvement work.

After the report of the Crop Improvement Committee had been accepted the president introduced Mr. Burritt, state leader of farm extension work in New York, who gave an interesting talk on conditions in that state. He endorsed in no uncertain terms the way in which the Crop Improvement Committee had gone about its work in supplying the initiative and then letting the farmers themselves carry on the work.

Secretary Smith of the Western Elevator Association of Buffalo addressed the meeting briefly relative to terminal facilities in that city, after which there was considerable discussion as to the advisability of abandoning the June meeting or changing the date. Mr. Brown gave notice that he would make a motion in January to the effect that the midsummer meeting be not obligatory, and the secretary was instructed to notify the exchanges thirty days before the January meeting that the



THE "MONITOR-WEGNER" DUST COLLECTOR

Silver Creek, N. Y., will be received with great interest by the trade.

All parents believe that their baby is the most wonderful ever born. Occasionally a genius does actually appear. This encourages parental faith. The "Monitor-Wegner" All-Metal Dust Collector qualifies in the genius class. Two hundred of them were placed in various mills and elevators and actually tried out for six months before the parents made a peep. Every one of them made good on a guarantee that it would do better work than the collector it replaced. This in itself is something to talk about, but it isn't all,—not by any means.



The "Monitor-Wegner" disposes of better than 99 per cent of the dust. This cuts the fire hazard to a minimum. In fact the dust collector has the endorsement of every fire insurance company that has examined it. The only power necessary is that for the fans which bring the dust from the machines. The air current does the whole business and can be adjusted and regulated to suit conditions. No back pressure, no cloth sieves to be kept clean, no repair expense (the machine is practically indestructible), and there is no delay as the machines are made in several plants.

### A WAREHOUSE REPORT FROM MISSOURI

On April 15, 1913, the inspection of grain in Missouri passed from the jurisdiction of the Board of Railroad and Warehouse Commissioners to that of State Warehouse Commissioner. James T. Bradshaw was appointed to the office by the governor. He recently issued his first report, an interesting volume in boards of over 300 pages.

In this report Mr. Bradshaw gives a history of the inspection and grading of grain in the state, and a fine description of the process under the present rules with the statistical results in receipts and shipments at each terminal market.

He reports much of the correspondence which issued to and from his office, that part of it at least in which any rulings were made. The grades of grain and the inspection rules of Missouri are given in full, as are also the state laws relative to inspection and warehousing. The book is a valuable reference work for anyone engaged in the business of handling grain in Missouri, and for comparison is of interest to the entire trade.

### ELEVATOR STATUS IN ILLINOIS DEFINED

The Illinois Public Utilities Commission on July 2 announced its ruling in regard to public warehouses. This ruling has been awaited for some time and it will be a relief to the elevator men of the state to know just where they stand.

In effect the ruling is comprehensive, but not more so than the majority of warehousemen expected, as it only follows that of other states in making the jurisdiction of the Commission as wide as possible. The ruling is given in full, as follows:

It is provided in Section 1 of Article 13 of the Constitution of the State of Illinois, of 1870, that "All elevators or store houses where grain or other property is stored for a compensation, whether the property stored be kept separate or not, are declared to be public warehouses."

Section 58 of Article 5 of "An Act in Regard to Warehouse Receipts," in force July 1, 1907, defines "warehouseman" as "a person lawfully engaged in the business of storing goods for profit."

It is provided in "An Act to Regulate Public Warehouses and the Warehousing and Inspection of Grain, and to Give Effect to Article 13 of the Constitution of This State," in force July 1, 1871, that public warehouses shall be divided into classes A, B, and C, respectively, as follows:

Public warehouses of class A shall embrace all warehouses, elevators and granaries in which grain is stored in bulk, and in which the grain of different owners is mixed together, or in which grain is stored in such a manner that the identity of different lots or parcels cannot be actually preserved. Such warehouses, elevators or granaries being located in cities having not less than one hundred thousand inhabitants.

Public warehouses of class B shall embrace all other warehouses, elevators and granaries in which grain is stored in bulk, and in which the grain of different owners is mixed together.

Public warehouses of class C shall embrace all other warehouses or places where property of any kind is stored for a consideration.

Section 10 of Article 1 of "An Act to Provide for the Regulation of Public Utilities," in force July 1, 1913, provides that "The term 'warehouse,' when used in this Act, includes all elevators or store houses where grain is stored for a compensation, whether the property stored be kept separate or not."

Section 8 of Article 1 of said Act provides that "The Commission shall have general supervision of all public utilities." Section 10 of Article 1 defines the term "public utility" to mean and include—

Every corporation, company, association, joint stock company or association, firm, partnership or individual, their lessees, trustees, or receivers appointed by any court whatsoever (except, however, such public utilities as are or may hereafter be owned or operated by any municipality), that now or hereafter; (a) May own, control, operate or manage within the state, directly or indirectly, for public use any plant, equipment or property used or to be used \* \* \* for the storing or warehousing of goods.

It is therefore held by the State Public Utilities Commission, that public warehouses of classes A, B and C, which store grain or other property for a compensation, are public utilities, and as such are under the jurisdiction of this Commission and subject to its supervision, its order, rule or regulation.

Section 55 of Article 4 of "An Act to Provide for the Regulation of Public Utilities," provides that "No public utility shall begin construction of any new plant, equipment, property or facility which is not in substitution of any existing plant, equipment, property or facilities, or in extension thereof or in addition thereto, unless and until it shall have obtained from the Commis-

sion a Certificate that public convenience and necessity require such construction."

The Commission therefore holds that any warehouseman who was not at the time the Act to provide for the Regulation of Public Utilities went into effect engaged in the business of conducting a public warehouse of Class A, B or C, before he shall engage in such business, shall make application to this Commission for a certificate of public convenience and necessity.

The Commission holds that it shall be the duty of every warehouseman to receive for storage any grain or other goods which he is accustomed to store that may be tendered to him in the usual manner in which warehouses are accustomed to receive the same in the ordinary and usual course of business, not making any discrimination between persons desiring to avail

It is therefore ordered, that every proprietor, lessee, or manager of a public warehouse of Class A, B or C, as above defined, shall immediately file with this Commission, and shall keep open to public inspection schedules showing all rates and other charges and classification which are in force for any service performed by it, together with all rules, regulations, etc., that in any manner affect the rates charged or to be charged for such service.

## OUR VISITORS

### PAUL VAN LEUNEN

OF all hard men to interview, Paul Van Leunen of Paul Van Leunen & Co., Cincinnati, Ohio, stands near the top. This does not mean that he is unapproachable. On the contrary, it is easy to get him to talk about anything



but himself. And in this he differs from the numerous "Boy Wizards" of the present day. However, we do know that he has built up one of the biggest grain commission businesses in his city by sheer ability and personality, and that at an age when most young men are considering what college shall be honored by their presence.

To those who know only the nattily-attired Paul Van Leunen of the Boulevards, our artist's drawing of him in blacksmith garb may come as a surprise. He is shown forging the links representing "Your Success and Ours" which form so prominent a part in his advertising campaign; the links that bind his firm very closely to its customers. Certainly no blacksmith we know could have worked harder in welding the strong bands together, nor have had a more finished job at the end.

### W. H. TOBERMAN

WHIZ—bang—a streak across the landscape—a smell of gasoline and burning oil, and the inhabitants of St. Louis nod to one another and say sagely: "There goes our friend Toberman." And the chances are ten to one that



they are right, especially if a blue-coated "motorcycle cop" starts off in pursuit.

For W. H. Toberman's maxim is "Speed—speed—and more speed." It has been a habit with him ever since his firm, Toberman, Mackey & Co., became known as "The Fastest Growing Commission House in America." To reach out for speed in other directions was only natural and good and careful driver though he is, a glimpse of the make of his car while in motion is well-nigh impossible.

At first the good people of the Mound City were a little bit alarmed over his fast driving, but only because they regretted a possible accident to a well-liked fellow citizen. But they are getting to have as much confidence in him as they have in his firm and content themselves now with merely computing the amount of his fines for speeding.





Published on the Fifteenth of Each Month

BY

**Mitchell Brothers Publishing Co.**

OFFICE:

**Manhattan Building, 431 South Dearborn Street  
CHICAGO, ILL.**

A. J. MITCHELL.....Business Manager

**Subscription Price - - - \$1.00 per Year**  
**English and Foreign Subscription - 1.75 " "**

### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

**CHICAGO, JULY 15, 1914.**

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

## THE NEW GRAIN GRADES ACT

The Moss Bill, which will probably be the basis for the forthcoming grain legislation, unless something radically different is offered, is printed on another page. It is like the Lever Bill in most respects and where it differs is little improvement over the former measure. In fact the criticisms of the bill, made at the Council of Grain Exchanges meeting at Buffalo, sustain the impression that in its provision for supervision instead of Federal inspection, and in its prescriptions for the settlement of disputes it is even more indefinite and unsatisfactory than the Lever Bill.

The resolution passed at Buffalo, to prepare a bill which would be satisfactory, is a move which should have been made long ago. It is tardy but not too late. Our trouble has been that we were afraid to try to do what we wanted to, lest we should not be allowed to do anything. The administration has us bluffed and frightened as it has all other business. We quibbled over words and phrases when the fundamental principle was wrong. Now that the Council has taken the bull by the horns, for the first time appears a prospect of accomplishment. What the grain trade wants is Federal supervision. Let the bill, then, provide for the appointment and regulation of supervisors, and let the other necessary features be secondary to this. In our conferences with the officials at Washington we were told that the Secretary of Agriculture, in his rules under the Act, would provide for supervision. No doubt he would. But suppose that under a new administration Senator McCumber should be appointed Secretary of Agriculture, where would your rules be? They would be so changed that we would have

direct Federal inspection, as is quite possible under either the Lever or the Moss Bill.

The Senate has shown its hand in regard to Federal inspection. We believe that a straightforward act for supervision of inspection would pass much more quickly than the makeshift which the Government proposes.

## A DECISION OF NO IMPORTANCE

To say that a Supreme Court decision, on the subject of charging for spotting cars, is of no importance is not to intimate that it is lacking in interest. Every grain shipper is interested. The disappointing feature of the decision, however, lies in the fact that it lays down no basic principle upon which similar cases in the future may be determined. It left the fundamentals of the question just where they were before and opened an avenue for unlimited I. C. C. decisions and subsequent litigation. Every case will have to be determined on its merits and each decision will merely reflect the judgment of one set of men as against the judgment of another set. The recent decision in the Los Angeles case in favor of the shippers is a judgment on facts not on principles, and will have little bearing for future cases. This in a Supreme Court decision is to be regretted.

## NOBLESSE OBLIGE

A certain grain dealers' insurance company, through the courtesy of the secretaries of state associations in Central and Western territory, has been granted the concession of handling the register at annual meetings of grain associations, in order to advertise its insurance business. This insurance company has held this concession so long that as Hamlet might put it, "Custom hath made it in them a property of easiness." The employees of the company presiding at the registrations have formed the apparent habit of being discourteous to such signers of the register as are not in the good graces of the company. This may or may not be carried so far as to be extended to those grain dealers who do not do, or wish to do business with the company. As this is a public service and carried on through the courtesy of the associations only, all signers of the register should be treated with due fairness and respect.

## THE E. C. E. AND THE STUFFED CLUB

When the Railroad and Warehouse Commission of Minnesota abolished the flat rate switching charge of \$1.50 per car in Minneapolis and substituted instead the actual cost of switching, which amounts to practically the same thing on the average, the Equity Co-operative Exchange of Minneapolis made a great deal of capital out of it by telling the farmers and shippers that they, the E. C. E., had been instrumental in abolishing the switching charge. Since the recent exposure of the E. C. E. in the *Co-operative Manager and Farmer*, the Exchange is in need of new material to bolster its position among the farmers.

On June 19 a co-operative elevator company of North Dakota brought suit against a grain firm in Minneapolis to recover \$150, alleged to have been deducted from the price of 100 cars of grain for switching charges when, it is al-

leged, no charges should have been made. The plaintiff's case is in the hands of Benjamin Drake, attorney for the E. C. E. Whichever way the case is decided the E. C. E. will be furnished abundant fuel for its oratory. If the farmers' elevator wins its case the E. C. E. can "point with pride" to the great good it has accomplished for the farmers, and to the excellent work of its attorney. If the commission firm wins, the E. C. E. will "view with alarm" the prostitution of the courts of justice and the malignant influence of the Chamber of Commerce. The club is stuffed on both ends. In the meantime the farmers who, in good faith, support the E. C. E. are getting stung.

## TRACK DELIVERY SECURED IN CHICAGO MARKET

After several years of agitation and many ballots on the subject, the Chicago Board of Trade on June 22, voted to amend the by-laws so that grain on track in the Chicago district will be legally deliverable on the last three days of any month. This will mean that bills of lading and inspection certificates will be considered the same as a warehouse receipt, and that shippers will not be denied the benefits of the market on the last days of the month of delivery by unavoidable congestion or intentional delay at the elevators. The decision is a victory for the shippers as they have been urging the amendment for years, the state association having passed several resolutions on the subject. The ballot was close, 294 to 271, a majority of 23 votes carrying the decision. The publication of the roll call on this ballot would be read with interest by the country grain shippers of the state.

## RAILROAD SCALE INSPECTION

About a fortnight ago some docile and well trained lions turned on their keeper, who was cleaning out the car in which they were caged, and literally tore him to pieces before help could be summoned. From harmless and playful pets, the lions were turned in a moment to wild and ferocious beasts, because they suddenly realized that they were stronger than their keeper. All of which reminds us of the railroads and the docile and well trained public. There is a limit even to the power of the big stick. For these many years the public has been damned, as Cornelius Vanderbilt commanded. But a change is at hand. There is a murmur in the air that denotes a brewing storm. The harmless and playful common people are beginning to feel their strength, and the wise railroad will mend its ways or look for the cyclone cellar.

Committees have been appointed by the Texas Grain Dealers' Association and the railroads of that state to consider the matter of scale inspection under the joint supervision of both parties. Whether, under such an arrangement, the railroads would be willing to assume their share of responsibility as to the recorded weight from inspected scales remains to be seen. At least it is evident that they have heard the warning growl and are facing the issue. If they do accept such a position, variation between loading and discharging weight will be taken as prima facie evidence of loss in transit, rather



than placing the proof on evidence of leak or broken seals.

The public will draw in its claws if it is met amicably half way, before it makes the final leap. If it is goaded to the desperate end, however, there will be nothing to do but summon the undertaker for the deceased magnates. The coroner's jury will pronounce it a case of suicide.

### THE FOREIGN DEMAND

The laws of supply and demand are inexorable. They cannot be changed by legislation or by mob law. The price of all things, labor, votes or wheat, is determined by the relative eagerness of buyer and seller. The grain trade and the farmers can congratulate themselves that the foreign millers are in straits for wheat and will undoubtedly absorb a good share of our surplus at a fair price. Western shippers have already placed an unprecedented amount of wheat, 36 bottoms from Portland alone having been already chartered for August loading. Galveston and the Five Ports are making preparations for record shipments and the indications are that Great Britain and Europe will afford a market for all that can be shipped.

In spite of our record wheat crop of last year the visible supply of old wheat is surprisingly low and the price stronger than it has been during the year. Our own mills are competing hotly for what remains. The market for the new crop will depend largely on the selling pressure which the farmers will be forced to make to pay for harvesting the mighty crop. This will necessitate a great initial movement, but if the first rush can be kept down to the limit, every bushel of the nine hundred million ought to pay its way.

### A HIGH STANDARD IS NECESSARY

One of our recent editorials on the subject of "Misguided Advertising" seems to have pierced the epidermis of the editor of the *Southwestern Grain and Flour Journal* and stirred up a resentment which is rather uncalled for. He dips his pen in concentrated vitriol to give us his opinions in four solid columns of matter. In this the charge of its being a "house organ" is refuted on the ground that the scale company mentioned in the article actually paid for the subscriptions which it is giving away gratuitously to its customers who perform certain services.

Moreover we are glad to note the extreme fairness which prompted the worthy editor to reprint our editorial in full, although some of his comments indicate that he did not carefully read it. For instance, he attacks the "American Grain Trade" for giving away the Schmitz Scale Ticket Passer at a special low rate with subscriptions. Our original editorial in question distinctly said: "\*\*\*\* This does not preclude the use of premiums and other legitimate subscription building methods within the journal's own organization." This one sentence covers the case so thoroughly that we need go into no further details.

The same astounding spirit of generosity which was responsible for the *Southwestern Grain and Flour Journal* devoting one and a third pages to the consideration of our editorial,

also made possible the comparison of the "American Grain Trade" with a turtle. Had we searched for a thousand years there could not have been discovered a more happy simile. The turtle—celebrated in song and story, given up for the eager consumption of the multitudes, popular in every sense of the world. The great longevity of turtles is unquestioned and its powers of endurance and perseverance have been held up for emulation ever since that well known member of the genus *Chelonia*—the tortoise—upset the bookmakers and walked over the line a winner in its race with the hare.

Needless to say it is not our desire to be drawn into an extended controversy. The "American Grain Trade" is today the Dean of grain journals in the United States. It stands for the best things in modern journalism. It recognizes none but the highest of business ethics. If in consequence of its elevated position it finds it necessary to question the methods of a younger contemporary, it is actuated only by the loftiest of motives. The duty, however painful it may be, plainly exists, nevertheless.

In the *Public Ledger* (Phila.), one of the leading independent newspapers of the East, there appeared on July 2, 1914, an editorial entitled "Something for Nothing in Business," in which the most striking paragraph was as follows:

Without character neither a man nor a newspaper is worth anything. Character consists in adherence to a certain standard of conduct. Everyone knows the difference between right and wrong. Everyone knows that a man who will accept a bribe is untrustworthy. While no one can blame an advertiser for taking all he can get, the newspaper which writes itself down as being willing to prostitute itself for the sake of advertising patronage must in the end forfeit the very advertising that it has sacrificed so much to get.

This exemplifies the modern trend not only in daily newspapers but in monthly, semi-monthly and weekly trade journals as well. If the *Southwestern Grain and Flour Journal* feels that it is "hewing to the line" of legitimate business methods as laid down in the above comprehensive paragraph, there is nothing further to be said.

### CATCHING UP WITH LAND VALUES

There are several ways to remove the fur of a feline. These were discovered when cat skins became of value. Compared to the rise in value in land the fruit of the earth is losing out in the race. The price of grain and the price of land are both determined by population, that is, by demand. The price of land, however, responds much more quickly to the increase in population than the price of grain. While wheat has been doubling in value the land it was raised on has increased five or even ten-fold. So there you are. If we can't get more money per bushel we must get more bushels. We are casting about for ways to do it—which brings us back to the beginning, although this article deals with grain and not with cats. For us in America the most economic methods for crop improvement are proper preparation of the seed-bed, proper selection of type and proper testing of the seed. In France a method of wheat cultivation is being advocated which has been in use in China

and other thickly populated countries for centuries. By this method the stools are separated and re-separated by hand, and it is said that 20 grains of wheat will produce 700,000. We can be thankful that American labor is not at such a discount that it can afford to spend its time separating wheat stools. We may come to it in time as China has and as France contemplates, but for the present we have plenty to do just to develop generally the common sense methods of economical farming.

### ELEVATOR ACCOUNTING

Progressive grain men have long recognized the importance of an accurate and comprehensive accounting system. There are many different systems in use, nearly as many as there are elevators. Where the system is complete, however, in most cases it is too complicated to handle in the average shipper's office. We have for some months been investigating different methods in use and next month will begin a series of articles by A. C. Brude, who is experienced both in handling grain and in accounting, giving in detail, with all the forms in use, a simple system of elevator accounting, which has been demonstrated by actual use to be efficient and complete, and at the same time so simple that any dealer can handle it at a minimum of time, trouble, and expense. These articles are designed for the country dealer and we believe will prove one of the most valuable contributions to the trade ever published.

### GRAIN DEALERS AND FARMERS GET TOGETHER

Many men travel year in and year out in a beaten path. Most men will turn out if they see a dollar lying by the roadside. The grain dealers of Illinois are going to turn out *en masse* this fall. The Crop Improvement Committee of the Council of Grain Exchanges has sown a big crop of dollars by the roadside and the elevator men are going to help the farmers gather the crop. Each will get his share of the harvest. A series of meetings are to be held in the state under the auspices of the Illinois Grain Dealers' Association. At these meetings all the farmers in the neighborhood will be invited and they will work together for better crops. Improvement follows certain rules of soil preparation, selection of seed and planting, just as certainly as day follows the night. These meetings are planned to demonstrate what the rules are and to encourage the farmers to follow them. Two results will follow: Better crops; and better feeling between farmer and grain dealer. This movement cannot be carried out by officers or directors of the Association. Everybody must get behind and push. The reward will depend on the amount of energy each one exerts to give the movement life.

The rate increase in Illinois has been suspended again, this time until October 15. The Public Utilities Commission has evidently been impressed if not convinced by the honest arguments of the shippers of the state. The roads have the burden of proof to show that the advance is warranted. Grain shippers know that they are already paying their full share of the freight charges.



## EDITORIAL MENTION

A shipment of 3,000 bags of corn from Japan has just arrived at Seattle, Wash. The Yellow Peril again!

Every day records new vessel tonnage engaged for carrying wheat to Europe. Our hats off to the foreign bread eaters, may their appetite never fail.

The July crop report is the best thing that has come from Washington during the present administration. Even big business has no complaints to make.

The Western lines are planning to go the Eastern lines one better, by asking for a general 10 per cent freight advance as soon as the original rate case is settled.

So long as cotton and corn grow at the rate of 6 inches a day the farmers of Texas will continue to spell Climate with a capital C, aptly states the *Daily Post* of Houston, Texas.

It is bad enough to be getting corn from Argentine, but when little Japan, with more mouths to feed to the acre than we have to the mile, can ship corn to the Pacific Coast, as it did recently, it is certainly rubbing it in.

The new corn grades will not be applied on out shipments of stored grain until the first of October. By that time most warehousemen will be getting their regular night's sleep as the corn will be sold up as clean as a hound's tooth.

"The Car Hog" is a gentle and euphonious term which is truthfully applied to those shippers who order more cars than they can possibly use and then keep the empties on their siding for days or until they get ready to employ them. A square deal all around is what will move the crop.

The Duluth Board of Trade recently entertained about 600 shippers of the Northwest for two days. The shippers returned home with a very different impression of the market and the way things are conducted there. It is probably as good an investment as the Duluth B. of T. ever made.

The suggestion has been made in North Dakota that grain elevator operators be required to pass a state examination for a license. While the idea has some good features, nevertheless we do not believe that it will ever be put in practice. The regulation of elevators by a state utility commission is all that is necessary.

Kansas crop yarns are again very much in evidence. Hardly a day goes by that several individuals (according to the veracious correspondents) do not stray into the wheat fields and become lost. The moral is, say the aforesaid informants, "Don't wander in the wheat fields without a compass." But the prize story is the one sent out by a Topeka man relative to "wheat sickness," a disease said to be very similar to

sea sickness, and which comes only to passengers in a train, the waves in the wheat field causing the distressing malady.

New records for early receipts of new wheat have been made this year at most of the markets. From Kansas City to Buffalo receivers have been congratulating shippers on the earliness and quality of the new crop. And besides—there's lots of it.

Orders for 19,000 new cars to take care of the crops have been placed in spite of the poverty stricken condition of the railroads. When they get that rate increase the shops will have more orders than they can fill. It is hard even for a railroad to look gloomy now.

A new steamship merger is in process of formation. It will be controlled by Canadian and American capital and will have a large dock property at Oswego, N. Y., from which transfers can be made to New York City. This route will be 130 miles shorter than from Buffalo.

Heretofore brewers have used only white corn grits but the coming of Argentine corn it is said has caused them to investigate the possibility of yellow corn grits. According to reports there is no disparity between the two so that a new market seems open for the American product as well as the Argentine.

A Kansas farmer figures that if harvest hands are paid \$5 a day and wheat sells at 63 cents per bushel, 100 acres of wheat 22½ bushels per acre can only be harvested at a loss. You remember the statistician who asked, when given certain figures to compile: "What do you want these figures to show?"

The *Des Moines Capital* rises to remark that the reason that there is no grand rush for information about the corn crop in Iowa is that the state is so reliable that all returns are discounted in advance. This might be a case of either sublime optimism or supreme self-satisfaction, but in looking over the records we must admit that Iowa has not had a real corn crop failure for many years.

A practical farmer recently declared that it was more profitable to buy a wornout farm at a low price and put the difference in in fertilizer than to buy virgin soil. If that is true how much more profitable it would be to keep up the strength of virgin soil with a small outlay each year. If you don't believe this get some nearby farmer to try it with his oats. You will be surprised and so will he.

Grain men of Kansas are too busy just at this time so a furniture dealer of Leavenworth got busy with pencil and paper and estimated that the present wheat crop of Kansas if made into bread would total 10,453,333,228 loaves—enough to build a wall around the entire state, 1,200 miles long, 30 feet high and 4 feet thick. Continuing his mathematical calisthenics he states that to make this bread would require 466,666,662 gallons of water, equivalent to a stream of water 50 feet wide, 10 feet deep and over 23 miles long. The crop will fill 61,666

cars of 800 bushels capacity, making a train 556 miles long. Perhaps the furniture business did not seem quite so alluring when the statistician had finished his labors.

That American institution—the junket—has extended its influence abroad and now we learn that a party of fifty-five South Africans are coming to this country to study our grain handling methods. There is a chance to learn a great deal if the members of the party are given sufficient intervals between entertainments.

Western roads and grain dealers have planned a publicity bureau to assist in the moving of the crop. Every effort will be made to keep every bit of rolling stock on the move. The responsibility for this result rests equally on carriers and shippers. Each must do his share or we will be in for some serious congestion of grain.

Travelers East and West return with optimistic views as to the revival of business in the near future. Most of the finance doctors, who have been called in to feel the pulse and look at the tongue of business, agree that what the patient needs most is rest. A nagging legislature is to the country what a nagging wife is to the home.

The percentage of damaged grains in corn samples seems to be giving the inspectors more trouble than the moisture. There is no machine which will accurately separate broken and small sound kernels and the mahogany corn. They train ducks to catch fish in China; why not train a few hens to pick over the samples for the broken grain.

A case which bears very much on the effectiveness of the grain inspection law has just been decided in the state of Washington. Under the terms of the law, grain shippers not satisfied with the state grain inspector's grade may appeal to the Public Service Commission and this clause was the one tested out, a reversal of the grading being upheld by the court.

A peculiar fire was recorded in a barley field in Glenn County, Cal., during the past month. An insulator on an electric power line broke and let the wire fall down to a point just above the barley. Half of the insulator remained on the wire and this acted as a sun glass, focussing the rays of the sun on the barley heads and setting them afire. Fortunately the owner was passing through the field at the time and he succeeded in having the fire extinguished after about 20 acres had been burned.

That widely heralded cargo of Argentine wheat mentioned in the last issue of the "American Grain Trade" consigned to Savannah, Ga., turned out to be Argentine corn. Messrs. A. Brandeis & Son, Louisville, Ky., have sent us copies of correspondence which they recently had with the Surveyor of the Port at Savannah in which the latter states that a cargo of cotton from the North Pole would scarcely have been more surprising. The cargo is to be shipped to interior points and it is said that the same interests which were responsible for the initial shipment intend to secure elevator facilities for a number of similar cargoes.



## The Old Man Gets His Cash

The Old Man Sells Cement—Amos Asks for Credit, but is Turned Down—The Business Ethics of Farmers' Trading

By WAT PENN



"HOW are you, Amos? Come in. More wheat to sell?"

The Old Man waved his visitor toward an empty chair and shoved a box of "Owls" across the desk. Amos bit the end off of the cigar, spit out the ragged fragment and puffed leisurely before answering.

"I haven't come to sell," he said, "but to buy. I've got to put in a new fence in the bottom lands and am thinking of cement posts. Will they pay?"

"You've got the right idea, Amos. I'm not sure, with the high price of cedar, but what cement is cheaper in the long run on any land, but in bottoms where water stands for any length of time, I'm sure of it. Will you get the posts or make them yourself?"

"That new hand I kept over from the harvest says he has mixed cement a lot, and he says he can make a mold himself and save money. We have plenty of gravel up in the north meadow and I guess it will be cheaper."

"Well, let's see," the Old Man said as he got out some catalogs and paper. They compared prices, figured labor and costs, and finally Amos placed an order for his cement.

"I suppose you can charge it up to me?" he said, when the order was written out.

"I can, but I'd rather not," the Old Man answered frankly. "Oats will be coming in pretty quickly now, and I'll need all the cash I can get to handle them. Why not make out a check and have it over with?"

"Well, you see, I ordered an automobile last week and will have to pay for it when it comes, so I'm kind of short myself till I get in the coarse grains." Amos looked grieved at being asked to pay cash, but the Old Man didn't seem anxious to back down.

"I paid you cash for your wheat," he said suggestively.

"Of course you did," Amos answered. "All dealers do, for they know it would go somewhere else if they didn't."

"Kind of a case of Tweedledee and Tweedledum, isn't it?"

"Oh, well," Amos answered, "I suppose I can get cement somewhere else if you don't want to sell it to me."

"Sure you can, a dozen places," the Old Man said. "But look here, Amos, there's no use getting mad about this. Just look at it in a fair and square way. Do you think it's a square deal to come here with what you have to sell and get cash for it, and then expect me to carry you till your corn is in for what I have to sell? You know it isn't that I doubt you are good for it. I know you are good for everything you buy. But as a matter of business do you think it's a square deal?"

"I can get credit other places," Amos protested.

"Of course you can," the Old Man answered. "But don't you see it isn't a question of credit at all. We both need the money—I pay you when I buy, and I don't think it's unreasonable to ask you to pay when you buy."

"Well, it may be reasonable enough when you look at it in one way, but on the other hand, why should I buy of you when I can get the same thing for credit somewhere else?"

"I'll tell you why, Amos. Because you know I've always done the square thing by you. You know that I realize that whatever hurts you hurts me. You know that I am handling your grain just as

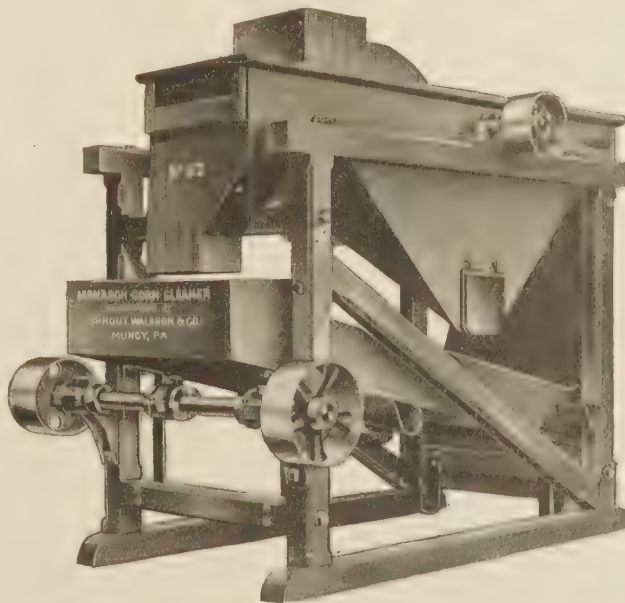
cheaply as you could do it yourself and pay a man to look after it and the interest on the investment. You know I pay a fair price and give cash, and that if I have to extend credit I will make up that interest in some other way, by charging more for my cement and feed, or paying less for your grain. And finally, because you know that you can't get anything in this world without paying for it, whether it is cement or credit, and that you think a whole lot more of a man who won't let you take advantage of him."

Slowly Amos pulled out a fat wallet and counted out the amount of his bill, handing it over with a grin. "Folks must think a heap of you then," he said.

The Old Man laughed. "When I started in this business a great many years ago I was an easy mark, thinking it would make me friends. But I soon found that the first time you put your hand on a hot stove people are sorry for you, but if you do it again they laugh at you for a fool. I don't like to be laughed at," said the Old Man.

### CLEANING CORN FOR HIGH GRADE

In the preliminary discussion of the new corn grades the moisture content was the all important topic. Since July 1, when the grades went into effect, the moisture content has become insignificant compared to the dirt and broken corn limitations. These are giving the inspection departments most



THE MONARCH CORN CLEANER

of the trouble and are the primary cause of the low grades imposed on corn that formerly graded Nos. 2 and 3. It would not be surprising to find the commercial grade of the future No. 5 unless elevators recognize the importance of cleaning corn before it is sent to the terminal market. Good sound corn may be severely docked on account of cob and finely broken kernels.

The Monarch Corn Cleaner, which is made by Sprout, Waldron & Co., of Muncy, Pa., can easily save its cost in a season to any elevator. They have up to 200 bushels an hour capacity and the difference in the price on two cars of No. 3 corn and two of Nos. 5 or 6 corn would go a long way toward paying for the machine in one day's run.

The Monarch Cleaner is entirely dustless. The corn first passes over a fine screen which takes out sand and broken grains, and then over a coarse screen which separates off the cob and foreign matter. The cleaned corn is the kind that brings the market premium.

### COLLECTING BACK FOR WEIGHT OF SACKS

BY J. L. ROSENBERGER.

The case of the *United States vs. Kerr and others*, co-partners (196 Federal Reporter, 503), was brought by the Government to recover for an alleged over payment made by it to the defendants on account of the sale by the latter to the former of 2,000 tons of oats at \$24.25 per ton, and 2,000 tons at \$24.50 per ton. The contract provided that the oats were "to be free from dust and other impurities and to be double sacked with good, strong burlap sacks, not exceeding one hundred and fifty (150) pounds to the sack." The amount sought to be recovered was \$595.22, which was the value of the sacks, computed in weight at the price the oats were contracted for per pound. It was the theory of the government that the oats were contracted for net, exclusive of the sacks. Payment was made on the basis of gross weight, including sacks.

The defendants, after denying liability, set up certain separate answers, by the second of which it was alleged that it was both the general custom of the port of Portland and the general custom of the Pacific Coast that wheat, oats, and grain for exportation or shipment by vessel, are bought and sold, and delivered and paid for at the gross weight, without any deduction for sacks; and that this custom was well known to the plaintiff, and said advertisements were made by the plaintiff, and bids were made by the defendants with full knowledge on both sides of the existence of said custom and in accordance therewith. And it was not intended by either the plaintiff or the defendants that there should be any deduction for the weight of sacks, but that oats should be paid for by gross weight, sacks included. The United States Circuit Court, in Oregon, holds that this separate answer was well pleaded. The

court says that it is no doubt true that usage is never admissible to explain what is clear by the plain terms of the contract, nor can it be allowed to subvert the settled rules of law; that is to say, when settled rules of law are plainly applicable usage will not be permitted to take the place of or supersede the law. It often occurs, however, that parties do contract with reference to a particular usage, as they may contract with reference to the law existing at the time, and, when so contracting, the usage is to be read into the contract, and will be explanatory of its terms and stipulations. This is especially true where the terms of the contract itself are ambiguous, or their meaning is not obvious without reference to the usage.

The stipulation of the contract was that the oats were to be double sacked, and, if we refer to the usage pleaded, it would seem that the oats were sold in gross, the parties contracting with reference to such usage, so that the sacks in reality would be taken and paid for as oats pound by pound. It needs



the aid of the custom properly and rightly to construe the contract, and, without it, it would be impossible to arrive at the intention of the parties with reference to the subject-matter.

A third separate answer was pleaded as an estoppel. The defendants therein alleged that the value of the sacks required by the advertisement and actually sold and delivered by the defendants to the plaintiff was \$3,500, and that the defendants could not and would not have made the bid they did, which was accepted by the plaintiff, giving to the plaintiff said sacks without compensation, and allowing their weight to be deducted from the weight of the grain delivered. That to allow the plaintiff now to make deduction for said sacks, and at the same time to retain the sacks themselves, would be inequitable, wherefore the plaintiff ought to be estopped or precluded from doing it. But as to that answer the court says that it is a rule of law, well established, that the Government may recover moneys paid through errors of its disbursing officers, as much where the error is one of law as of fact, provided only the moneys rightfully belong to the United States, and that an estoppel of the nature here attempted to be set up cannot be pleaded against the Government.

As to an attempted counterclaim for the value of the sacks, namely, \$3,500, that was not well pleaded because it did not appear therefrom that the claim had been presented to the proper accounting officer for his examination, and to have been by him disallowed. This is made a condition precedent to recovery against the Government, even by counterclaim.

## MAHOMET ELEVATOR MADE NEW

Mahomet derived some celebrity about 1,300 years ago as a prophet and the founder of a new religion, but the citizens of a section in Champaign County, Ill., conferred a new honor by naming their town after him. Mahomet is on the Big Four Railway, and is the center of a prosperous farming country. Here some years ago, William Wykle engaged in



THE REMODELED ELEVATOR AT MAHOMET, ILL.

the grain business, and built an elevator to properly meet the requirements of the situation.

Last year the trade of the house had far outgrown its capacity, and it became necessary to enlarge and improve the plant. This season saw this work completed and at the present time the Wykle Elevator has a capacity of 65,000 bushels of grain, and a very complete and efficient equipment for a house of its size.

The foundation of the elevator is 24x58 feet, and the height of the building is 45 feet to the eaves with a cupola 20 feet high and 16x24 feet in its other dimensions. There is a covered driveway on one side of the building, 24x50 feet in size, containing four dumps. There is also a brick engine room 24

feet square, equipped with a 45-horsepower steam engine which furnishes the power to the entire plant. The building is covered on the outside with galvanized iron as a protection from the sparks from the railway close at hand.

The equipment of the house consists of an Avery Automatic Scale, gravity loading spout, man lift, suction fan, and two legs with buckets 7x12 inches in size. The station handles about 500,000 bushels of grain each year, so that it can be easily imagined the elevator is a busy place during the season. Nor is the business of the plant confined to the short grain receiving and shipping season, for it has a flourishing trade in coal, lumber, building material of all kinds, wire fencing and tile. This keeps the force at work throughout the year and insures a degree of independence which many houses could emulate to their advantage.

## FULGHUM OATS

BY N. L. WILLET.

The most sensational plant ever exploited in Georgia is Fulghum oats. Georgia is quite an oat state. We grow the Appler's, Texas Red, "Hundred Bushels," Bancroft and Burts, but, maturing about June 1, there is little leeway here for the farmer who may want to plant a good variety of what we know as second crop plants.

The Fulghum oats originated near here, Augusta, Ga., some five years ago. I do not exaggerate when I say that five-sixths of the oats planted in Georgia this year will be Fulghums, and the other one-sixth would plant them if they could afford to pay the premium in price.

This oat is destined to spread all over the South. Originating as a sporadic stalk only a few years ago, the type today is singularly uniform and unmixed. It is 3½ to 4 feet high. The grains and stalk are as large as Appler's (our largest oat). They are double the size of Texas Red grains, sturdy, do not blow down, and with strong tap root.

Its strong forte is its earliness. It is about 3 weeks earlier than Appler, and still earlier than

of Appler's and Texas greatly interfere in the drilling of same in machines. Fulghum is as beardless as clipped oats.

The extra value of these oats over others has been so thoroughly shown this season that an enormous demand has already sprung up, even though the planting time is three or four months away. Just how these oats would suit, say, Illinois or Ohio, I can't say. Large experiments are being made with them this coming season in Oklahoma. The Agricultural Department at Washington has pronounced them to be the best of all southern oats.

Fulghum oats were sent in good amounts into all the southern states this past season. There is general unanimity as to their extra value. Even as high as Missouri, the growth there made 50 bushels per acre and they are not selling their seeds, but will plant all of them. United States demonstrating agriculturists in Missouri are sending now to Georgia for good amounts of Fulghums for their clients.

## NEW CHICAGO MANAGER FOR DIXON COMPANY

Announcement has just been made by the Joseph Dixon Crucible Company, Jersey City, N. J., that Dudley A. Johnson is to succeed the late Sam



DUDLEY A. JOHNSON

Mayer as manager of the Chicago office of the company. Mr. Johnson was for a number of years an assistant to Mr. Mayer at Chicago, and he now comes to the full branch management, fully equipped by the experience of many years' acquaintance with the Dixon line and the Dixon customers.

When he came with the Dixon Company in 1898, he brought with him experience in the lead pencil and stationery business from P. F. Pettibone & Company and the Holyoke Envelope Company. During the first few years after coming with the Dixon Company, he had charge of the lead pencil department and the school work. Later on Mr. Johnson assumed charge of the crucible and black lead department of the Dixon Company in the Chicago territory and is, therefore, fully equipped to ably represent the Dixon Company as its branch manager in the Chicago territory. In addition he has a large circle of acquaintances which fact should help to make his path a comparatively easy one.

The state of Washington recently opened its fifth inspection station at Bellingham, the others being at Seattle, Tacoma, Spokane and Everett.

A cement wheat bin, said to be the first one of its kind, is to be put up at Alton, Kan., by F. W. Gaunt, a successful grain buyer. The bin will have a capacity of 90,000 bushels.

Texas leads in crop value this year, the government figures showing a production worth \$400,000,000. Then in order came Iowa, Illinois, Georgia, Ohio, Minnesota, Indiana, Missouri, Pennsylvania, Nebraska, Alabama, Wisconsin, North Carolina, New York, South Carolina, Mississippi, Kansas and Michigan.



J. J. QUINN  
Minneapolis

# NEWS OF THE TERMINAL MARKETS

J. J. STREAM  
Chicago

## INCREASED FEE FOR INSPECTION

John R. Lofgren, secretary of the Peoria Board of Trade, writes us that effective July 1 the fee for inspecting grain "in" was raised from 40 cents per car to 50 cents per car by order of the board of directors.

## FIELD DAY OF BOARD OF TRADE CLUB

The members of the Chicago Board of Trade Club held their annual field day the latter part of June at Wheeler, Ill. The corn pit defeated the wheat pit in the tug-of-war, and A. J. Cameron was the winner of the silver cup offered by John E. Bellot, president of the club, to the member scoring the greatest number of points in the games.

## NASHVILLE AND CAIRO IN LINE

W. R. Cornelius, Jr., secretary and treasurer of the Nashville Grain Exchange, Nashville, Tenn., advises that the Nashville Exchange has adopted the standard grades of corn established by the United States Government, effective July 1. W. S. Powell, secretary of the Cairo Board of Trade, writes under date of July 13 that the corn grades have been adopted at Cairo, also effective on July 1.

## NEW HAY & GRAIN EXCHANGE

A movement is on foot looking to the establishment of a hay and grain exchange at Cleveland, Ohio. A special committee was appointed early in July from the chamber of commerce and from wholesale hay and grain dealers of the city to proceed with the plans for organizing such an exchange.

The committee is composed of Hermann Schmidt, chairman; Fred Abel, C. G. Clark, H. W. Robinson and F. H. Teagle. The city of Cleveland had a small hay and grain exchange a number of years ago, but it long since passed out of existence.

## DULUTH BOARD OF TRADE ENTERTAINS

The Duluth Board of Trade recently entertained a large number of grain growers and shippers from the fields and markets of Minnesota, North Dakota and Montana. One of the principal objects in view in securing a visit from the grain dealers of the Northwest was to give them an idea of how their grain was handled in the Duluth terminal. No meetings or business sessions were held, but the visitors were shown how their cars of grain were sampled, methods of inspection, the manner of reinspection and appeal, and the supervision of weighing at the elevators. The entertainment of the visitors was on a very elaborate scale and included a banquet, sight-seeing and lake trips.

## CASH GRAIN AT BUFFALO

The Urmston-Harting Grain Company of Buffalo, N. Y., says of the cash grain market in letter of July 11: "There is little cash corn for sale and small buying is sufficient to cause great proportional strength. Some Argentine corn shipped after their rains has arrived in New York off grade, the likelihood of which we pointed out some time ago, and the influence from that quarter seems to be losing strength. The effect of the weather on the new crop will show some influence in the cash, but the cash shortage is such that we do not anticipate a marked decline in the absence of new features, while continued absence of rain could easily put corn several cents higher."

"Cash demand for oats has improved somewhat,

and before the new crop is harvested, old oats should be in better demand. However, recent rains have been very beneficial to the oats crop and prices may not work much higher.

"No new wheat has arrived in Buffalo up to the present, however buyers are bidding around 85 cents for New 2 Red in transit. Quality is expected to be excellent. Early consignments to this market should pay."

## R. W. BAKER

The state of Indiana is not wholly given over to the cultivation of authors, poets and the fine arts. There is still some land on which the basic principles of the necessities of life are grown, as wit-



R. W. BAKER

ness the government's indicated yield of 43,000,000 bushels of wheat, 189,000,000 bushels of corn and 41,000,000 bushels of oats, to say nothing of a fair promise in most sections of clover and timothy seed. These crops must be bought and shipped out, and one of the large buyers of the state is the Crabbs-Reynolds-Taylor Company of Crawfordsville, one of whose well-known travelers is shown in our illustration.

R. W. Baker is long on friends, but short on history. Perhaps it might be said of him, as of nations, "Happy are those who have no history." But history is all right if it is honorably made, and up to the present time Mr. Baker, we are told, has all sorts of balances on the right side of the ledger in his record.

Before he began traveling for the Crawfordsville firm he represented a grain dealers' insurance com-

pany in the Northwest, with headquarters at Sioux Falls, S. D. He is a young man, coming from the Bluegrass state, where he was born in 1884, and specializes now particularly in clover seed, of which his firm is a very large handler. He travels principally in Illinois, Indiana and Ohio, and is frequently seen at the summer and annual grain dealers' meetings in these states.

## GRAIN ON TRACK REGULAR DELIVERY

The board of directors of the Chicago Board of Trade by a recent majority vote of 23 members adopted the rule permitting the delivery of grain in cars the last three days of the month, commencing January 1, 1915. The vote is the result of the efforts of the Illinois Grain Dealers' Association, the Western Grain Dealers' Association, and Indiana and Ohio Grain Dealers' Associations for this added protection to the seller.

## WILL FURNISH EXPENSE BILLS

The Public Licensed Terminal Elevator Operators, whose elevators are "regular" under Minneapolis Chamber of Commerce rules, Minneapolis, Minn., voluntarily adopted the following resolution: "We, the undersigned elevators (regular), under the rules of the Chamber of Commerce, agree that, beginning September 1, 1914, upon all contracts for future delivery, where warehouse receipts are delivered to the buyer, the elevator or warehouseman making the delivery shall, on cancellation of receipts, if requested, furnish expense bills of equal tonnage and of the same kind of grain or seed as that delivered. These expense bills shall be representative of the grain delivered and shall bear date as recent as the date of the unloading of the grain delivered. The delivery of such expense bills by the elevator or warehouseman shall not imply any guaranty that these expense bills will insure the grain being forwarded on a proportional rate, or any special rate, and the elevator or warehouseman shall not be held to have guaranteed that these expense bills shall be of any value whatever to the buyer or party taking delivery of the grain or seed."

## EXPORT DEMAND TO MAKE WHEAT PRICE

Market conditions have been generally bearish on all grains as the result of the large wheat crop and the expectations of banner crops of all kinds. The weight of the big winter crop has not yet been felt on the market, if the spring wheat will turn out fairly good. In 1906 a much smaller winter wheat surplus broke prices to 72½ cents in July, when it became apparent that the other crops would be good. There is no comparison to make with the present crop and previous years. Should the total wheat crop turn out 900,000,000, which is below present indications, the surplus, allowing for a maximum carryover of 90,000,000 bushels, would aggregate 231,000,000. Deducting from this the apparent amount fed to the lower animals last year—40,000,000—there would still remain 190,000,000 for export, versus 135,000,000 shipped out of last year's crop and 142,000,000 out of the previous year's yield. Europe needs a lot of wheat the coming season, for the consumption of that country is increasing more rapidly than the production. With the poor Argentine and India harvests the large surplus here will find a ready sale, or at least during the coming six months it will be in demand. The long future of the market depends now upon the extent of the spring wheat harvest and the Russian spring wheat outturn, for that country usually



furnishes the largest exports, and its competition will be felt here.—Clement, Curtis & Co.'s Chicago letter.

#### BEST TIME TO SELL?

"Is it best," asks J. F. Zahm & Co. of Toledo, Ohio, in a Red Letter of recent date, "for millers and grain houses to hedge their cash purchases at the opening of the market? Most of the hedging sales (and purchases against sales of wheat or flour for shipment) seem to be made at the opening of the market, resulting many times in a decline of  $\frac{1}{2}$  cent or more at the start, and later, if conditions are right, this decline is followed by a sharp advance. We wonder if it would be best to make hedge sales around 10:10 a. m. or 11:11."

#### THE DEPARTMENT OF WEIGHTS OF THE MERCHANTS' EXCHANGE OF ST. LOUIS, ADMONISHES

The following letter was prepared by John Dower, supervisor of weights, Merchants' Exchange, St. Louis, Mo., and sent broadcast to shippers to the St. Louis market, with the object of eliminating losses in transit, shrinkage, and, in a word, to promote efficiency in the handling of the present crop. We are glad to give this letter a place in our pages, believing that its careful perusal will be worth while by all grain dealers everywhere. The letter is as follows:

Now that we are fast approaching the new crop season, when shippers and receivers are looking forward to a bumper crop, it should behoove all of us to lay our plans so that we may handle it in the most economical and expeditious manner. This applies to all who are interested in the practical handling of grain, and inasmuch as we all have our imperfections—one way or another—we should at least make an effort to improve on our last season's work wherever possible.

The weighing and the operation of loading and unloading grain from cars has not as yet reached the scientific stage. It is simply a business which requires the application of system and common sense. There are three requisites which in a large measure are the basis for good results in weighing. These might be termed the fundamentals of the business, as they consist of a good scale built according to modern requirements, a competent weigher and a systematic detail of everything that pertains to the physical operation of handling the grain to and from the car.

Incidental and closely related to the main operation is the cooping and preparation of cars for the receipt of grain. We do not speak of this feature of the work in a secondary sense of importance to the weighing, as we feel satisfied from experience that it is absolutely necessary that cars should be well cooped and cleaned of all foul and foreign material before loading. Otherwise we will not receive the benefits which should come as a result of proper weighing facilities. As the scale is the starting point of each transaction, it becomes absolutely necessary that it be correct and that there is a permanent accuracy established as a result of care and attention, not only to the scale, but to the spouts and legs through which the grain passes en route to and from car; and right here let me say that there is no business, however small, that does not need system and check as a conservator of one's bank account. Centralization of responsibility is a very large factor in the modus operandi of handling grain, as without it you will never know where to attach the blame for errors that may occur. Divided responsibility, where more than one person performs the weighing service, is dangerous, and without system becomes doubly so.

Shippers using wagon scales, whether their own or the town or city scales, should know they are correct, and now is the time to find out. Preliminary to making test of wagon scales where there is no opening to pit, take off part of the deck—the more the better—as you will then have a chance to thoroughly examine the parts and clean out the loops and knife edges and also the pit itself, which is frequently full of dirt and water where drainage is defective. Where automatic scales are in use check denominational weights in box before loading, and know that you have the right amount, as the absence or addition of 10 or 20 pounds weights in five or six hundred draughts will mean considerable, and I might add here that you keep clean the weight boxes, as any additional weight not in calculation will be against you loading out.

The proper cooping of cars should appeal to and very much interest those shippers who are so situated that they cannot furnish correct weights or have no weight at all, and it no doubt becomes very embarrassing in a financial way when they receive returns with exceptions on bad order blank "leaking badly" and find they are not in position to make valid claims for loss. Therefore I would urge this class to pay particular attention to this feature of the work and give it personal attention. And where there is no weight to be had trim grain in car to a level and then meas-

ure depth and interior length and width of car to arrive at the cubical contents. This, when done properly and you know the weight of grain per bushel, will give you a very close estimate of the contents. You cannot examine the equipment too closely, as much of it has been standing idle for months on sidings and must be in bad condition, and inasmuch as many of the carriers have found it to their advantage to furnish material, such as paper, burlap, etc., for cooping, I believe it should be used in such manner as to effectually prevent leakage. When you get into an old car and there is some doubt about floor cracks or other openings cover them with burlap or anything to prevent leakage, as it can be much better done from the inside before loading. Make a thorough inspection of cars after loading, and tap sides and ends for leaks or evidence of leakage, and see that your cars are properly sealed with consecutive seals and retain record of same.

The foregoing also applies to those who consider their weights good, as an additional precaution would suggest that joint inspection be made with carrier's clerk or agent, recording your exceptions in duplicate to any physical defect found in car that may cause trouble. I believe, however, that when shippers decide to load a car they should exercise care in cooping, making whatever reinforcements they think necessary, bearing in mind their privilege to reject a car when unfit to load. It is impossible in a letter to cover thoroughly and in detail a question of this kind. About all that can be done is to touch here and there the vital points and essentials of the business, and we are not oblivious of the fact that many of our shippers have had long years of experience, but a word to the wise is sufficient, while there are others who are new in the trade and consequently inexperienced will welcome any practical advice they can get. In conclusion co-operation and conservation should be the keynote of the coming season. If we desire to accomplish much we should aim high.

#### CHANGES IN MEMBERSHIP

**Chicago.**—The Chicago Board of Trade had several changes in membership last month. New members are: Frank H. Brown, James Evans, John B. Turner, Michael A. Bright, Robert L. Morris, Jr., Jesse W. Young, Michael J. Gleason, John H. Eversole, Rudolph L. Gunnerson, William L. Mayer. Transferred memberships are: A. R. Chenault, Edward Cahill, James F. Howard, J. Henry Norton, Jos. Peurring, Robert Pettit, Noel S. Munn, George L. Bacon, Walter B. Hotchkiss, Charles C. Davis.

**Cincinnati.**—W. C. Culkins, superintendent of the Chamber of Commerce, reports the following new members: H. Harrison Helwig, Harry G. Meyer, Fred J. Dorsel, Charles J. Christie, and F. L. Watkins.

**Duluth.**—E. S. Ferguson has been added to and F. E. Reibe has been withdrawn from membership in the Board of Trade, according to the report of Secretary C. F. MacDonald.

**Kansas City.**—H. B. Ragon has been admitted to membership on the Board of Trade on transfer from F. A. Talpey, according to a report from Secretary E. D. Bigelow.

**Minneapolis.**—H. W. Moore, statistician of the Chamber of Commerce, reports that the following new members have been admitted: William Hudson, S. H. Frizzell, Louis N. Renner, Charles D. White, Rufus J. Godfrey.

**Milwaukee.**—Secretary Plumb of the Chamber of Commerce reports that W. A. Pottenger has been admitted to membership and that the membership of W. A. Knowles has been transferred.

**Pittsburgh.**—C. E. Bennett is reported as the only new member of the Hay and Grain Exchange.

**San Francisco.**—T. C. Friedlander, secretary of the Grain Trade Association of the Chamber of Commerce, reports that E. W. Newhall has been admitted to membership.

#### TERMINAL NOTES

The Keusch & Schwartz Company of New York and Chicago has opened a new branch office at Buffalo, N. Y.

G. P. Rose & Co., with recent offices at 52 Noel Block, Nashville, Tenn., have moved into larger quarters at 614 Eighth avenue South.

J. Collin Vincent of Baltimore, Md., has associated himself with H. C. Jones & Co. and will have charge of their foreign grain department.

The firm of W. G. Solomon & McRae of Macon, Ga., has been dissolved and the business is being

continued by D. L. McRae. Mr. McRae has been the manager of the business for the past twenty-seven years.

Woodward & Co. of Winnipeg, Man., have opened a branch office at 507 Grain Exchange, Calgary, Alberta, Canada, with Philip Wolfe as manager.

W. G. Dilts, former manager for the grain firm of W. H. Steele & Co. of Kansas City, Mo., has engaged in the grain business on his own account.

The Electric Grain Elevator Company of Buffalo, N. Y., has purchased additional land on the Buffalo river to give them a water frontage of over 700 feet.

The Early & Daniel Company of Cincinnati, Ohio, have had plans prepared for an additional grain elevator to be built at Sixth and Carr streets, Cincinnati.

The Goemann Grain Company is now established in its new offices at Mansfield, Ohio, where its large grain elevator is situated. The removal took place on June 30.

Leonard Brisley, formerly with Carter, Sammis & Co. of Minneapolis, Minn., has been engaged in the cash grain department of Randall, Gee & Mitchell Company.

The H. E. Kinney Grain Company of Indianapolis, Ind., will add to the grain storage facilities of that market by erecting a 100,000-bushel elevator at Beach Grove, a suburb of Indianapolis.

B. T. Miles, recently a member of the grain inspection department of the Chicago Board of Trade, has succeeded H. A. Wickstrom as chief grain inspector at the port of Galveston, Texas.

Charles Lockerby, recently salesman on 'change for Randall, Gee & Mitchell of Minneapolis, Minn., has taken a similar position with Benson, Newhouse & Stabeek Company of Minneapolis.

Messrs. E. H. Rugg and H. J. Murdock, formerly associated with the D. W. Ronlet Company of Boston, Mass., have severed their connection with this firm and formed the Rugg & Murdock Company, to carry on a general brokerage business in grain in the same city.

Henry Stemper, who recently resigned his position as manager of the export grain department for the J. Rosenbaum Grain Company of Chicago, which he had filled for very many years, has arranged to engage in the grain business at Winnipeg, Man., on his own account.

The Cargill Grain Company of Minneapolis, Minn., has removed its Green Bay branch to Milwaukee, Wis., and the company has been incorporated in that state. E. G. Grimes, until recently with the Cargill Commission Company of Minneapolis, has taken charge of the Milwaukee office.

John Hymers of Pope & Eckhardt Company, Chicago, Ill., passed his vacation this year at Powers Lake, Wis., from whence came great stories of catches of large fish, but friends who visited him brought back word there were no fish on the menu from time of arrival to their departure.

Sidney Long & Co., a grain firm doing business on the Chicago Board of Trade, suspended business recently, resuming a short time later. The suspension was announced to be partly caused by the firm's affiliation through C. B. Munday with the defunct La Salle Street Trust and Savings Bank.

J. & C. McCune, grain and hay dealers of Pittsburgh, Pa., announce the removal of their offices from 247 Water street to the seventh floor of the Wabash Building, where they will be located with the colony of grain men and in close touch with the trading floor of the Pittsburgh Hay and Grain Exchange.

Marshall Hall, president of the St. Louis Merchants' Exchange, appointed the following delegates to represent the exchange at the National Hay Association meeting at Cedar Point July 14, 15 and 16: W. H. Toberman, chairman; D. W. Clifton, F. M. McClelland, John D. Mullally, A. F. Eaton, E. J. Pauley, J. W. Dye, Martin Mullally, Erich Picker, Dan S. Mullally, H. M. Wise, V. C. Tice, J. W. Bryan, Fred Deibel, F. W. Roskopf.



# THE AMERICAN ELEVATOR AND GRAIN TRADE

## RECEIPTS AND SHIPMENTS

The following reports are made direct to the "American Grain Trade" from the leading terminal markets, covering the June, 1914, receipts of grain, hay and seeds:

**BALTIMORE.**—Reported by James B. Hessong, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	5,740,130	8,775,041	8,058,392	9,480,072	
Corn, bus.....	1,562,419	19,665,372	452,419	18,520,035	
Oats, bus.....	2,433,065	3,663,144	652,480	1,766,026	
Rye, bus.....	1,251,022	854,929	1,028,771	441,735	
Barley, bus.....	39,370	137,647	16,596	85,188	
Mill feeds.....	3,483	6,718	543	1,320	

**CHICAGO.**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	2,113,000	2,167,000	7,476,000	4,055,000	
Corn, bus.....	3,741,000	16,292,000	6,727,000	7,242,000	
Oats, bus.....	9,203,000	16,583,000	9,160,000	9,235,000	
Barley, bus.....	1,590,000	2,325,000	277,000	305,000	
Rye, bus.....	199,000	125,000	132,000	28,000	
Timothy seed, lbs.	1,446,000	1,784,000	786,000	1,521,000	
Clover seed, lbs.	836,000	165,000	301,000	78,000	
Oth. grass sd., lbs.	897,000	590,000	719,000	876,000	
Flax seed, bus.	25,000	38,000	4,000	2,000	
Broom corn, lbs.	1,221,000	592,000	922,000	1,193,000	
Hay, tons.....	38,058	24,192	3,601	700	
Flour, bbls.....	543,000	858,000	475,000	497,000	

**CINCINNATI.**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	159,125	253,127	158,778	109,299	
Corn, bus.....	812,090	676,356	548,392	348,520	
Oats, bus.....	106,200	656,562	504,985	448,858	
Barley, bus.....	21,200	7,010	4	1,235	
Rye, bus.....	46,260	11,800	6,187	5,234	
Timothy seed, lbs.	22	2,720	717	472	
Clover seed, lbs.	1,429	438	2,175	556	
Oth. grass sd., lbs.	7,717	12,878	7,242	5,051	
Flax seed, bus.	20	34	22	.....	
Broom corn, lbs.	41,422	36,700	39,414	5,100	
Hay, tons.....	19,004	16,784	18,928	16,105	
Flour, bbls.....	148,418	103,321	125,426	79,155	

**DETROIT.**—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	52,000	162,000	77,700	105,000	
Corn, bus.....	247,000	187,800	237,000	59,620	
Oats, bus.....	393,000	362,000	98,500	5,250	
Barley, bus.....	8,000	5,000	.....	4,600	
Rye, bus.....	6,000	11,000	9,000	.....	
Flour, bbls.....	38,800	27,200	51,000	33,300	

**DULUTH.**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	2,380,004	2,416,336	5,343,408	4,194,200	
Corn, bus.....	337,984	173,194	208,021	90,712	
Oats, bus.....	494,449	1,763,607	1,797,963	1,987,071	
Barley, bus.....	621,123	956,138	507,727	877,543	
Rye, bus.....	172,669	126,104	133,470	120,305	
Flax seed, bus.	519,843	806,229	160,642	138,811	
Flour, bbls.....	586,515	556,000	667,705	621,255	
Flour prod.....	77,815	67,595	.....	.....	

**INDIANAPOLIS.**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	100,000	56,000	23,000	4,000	
Corn, bus.....	1,418,000	1,752,000	389,000	318,000	
Oats, bus.....	501,000	470,000	161,000	77,000	
Rye, bus.....	.....	1,000	.....	.....	
Hay, cars.....	155	134	.....	.....	
Flour, bbls, output	22,000	30,000	.....	.....	

**KANSAS CITY.**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,000,800	1,548,000	1,071,600	1,670,000	
Corn, bus.....	2,858,750	1,692,500	1,656,250	845,000	
Oats, bus.....	693,600	520,200	809,200	200,600	
Barley, bus.....	11,200	21,000	.....	2,800	
Rye, bus.....	5,500	16,500	26,400	1,100	
Kafr corn.....	15,400	223,300	10,000	213,000	
Bran, tons.....	2,120	820	8,760	8,720	
Hay, tons.....	17,868	20,112	3,372	5,520	
Flour, bbls.....	12,750	11,000	118,000	162,250	

**MILWAUKEE.**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	341,775	520,950	193,072	181,569	
Corn, bus.....	1,828,350	1,266,140	987,745	586,420	
Oats, bus.....	2,418,800	1,911,600	2,042,445	996,257	
Barley, bus.....	1,086,060	1,445,600	172,100	320,400	
Rye, bus.....	115,770	116,600	74,227	77,700	
Timothy seed, lbs.	60,000	39,260	207,400	99,135	
Clover seed, lbs.	42,070	.....	.....	30,000	
Flax seed, bus.	32,620	14,400	.....	.....	
Hay, tons.....	4,307	2,830	1,908	596	
Flour, bbls.....	278,450	179,600	337,395	250,116	

**MINNEAPOLIS.**—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	3,228,340	6,037,910	2,422,770	1,839,380	
Corn, bus.....	968,680	602,440	786,570	379,840	
Oats, bus.....	874,510	1,165,840	1,293,400	891,620	
Barley, bus.....	1,070,430	2,093,190	1,235,150	1,723,810	
Rye, bus.....	220,840	186,510	212,590	124,880	
Flax seed, bus.	164,950	514,130	17,020	111,560	
Hay, tons.....	2,560	2,610	110	220	
Flour, bbls.....	53,146	54,723	1,432,357	1,392,114	

**NEW ORLEANS.**—Reported by H. S. Herring, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,145,000	1,504,000	1,026,000	1,240,000	
Corn, bus.....	295,000	200,000	148,000	104,000	
Oats, bus.....	234,000	334,000	9,000	48,000	
Hay, tons.....	2,892	3,528	123	.....	
Flour, bbls.....	185,000	147,000	117,000	85,000	

**OMAHA.**—Reported by F. P. Manchester, secretary of the Grain Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	255,600	1,491,600	234,000	1,441,200	
Corn, bus.....	2,324,400	2,295,600	3,041,500	1,570,800	
Oats, bus.....	1,230,800	865,300	1,458,000	790,600	
Rye, bus.....	11,000	14,300	12,000	27,000	
Barley, bus.....	8,400	12,200	1,000	.....	

**PEORIA.**—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	52,000	79,600	20,000	31,000	
Corn, bus.....	1,146,125	1,469,435	506,591	1,138,622	
Oats, bus.....	949,600	989,075	1,180,600	1,171,690	
Barley, bus.....	153,405	256,900	75,545	95,445	
Rye, bus.....	28,400	22,800	6,000	3,500	
Mill feed, tons...	4,329	6,959	8,366	8,565	
Seeds, lbs.....	630,000	60,000	.....	120,000	
Broom corn, lbs.	195,000	.....	30,000	60,000	
Hay, tons.....	1,850	1,770	940	866	
Flour, bbls.....	149,900	228,700	163,823	189,043	

**ST. LOUIS.**—Reported by the Merchants' Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,170,993	1,219,452	613,420	1,204,250	
Corn, bus.....	1,638,000	2,306,750	1,212,400	1,246,350	
Oats, bus.....	1,978,800	1,756,100	1,525,200	832,010	
Barley, bus.....	102,400	46,870	62,190	1,250	
Rye, bus.....	15,100	8,800	9,150	6,820	
Hay, tons.....	20,075	16,660	8,560	7,055	

**PHILADELPHIA.**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	1,255,531	1,024,840	1,456,532	1,246,000	
Corn, bus.....	140,941	174,882	.....	33,600	
Oats, bus.....	571,549	1,161,479	.....	132,631	
Barley, bus.....	2,901	53,041	.....	16,621	
Rye, bus.....	38,400	800	66,707	9,489	
Clover seed, lbs...	1,074	.....	.....	.....	
Flax seed, bus...	54,600	121,805	57,900	.....	
Hay, tons.....	8,514	7,339	.....	.....	
Flour, bbls.....	130,956	141,472	85,845	102,421	

**TOLEDO.**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	1914.	1913.	Shipments—	1914.	1913.
Wheat, bus.....	81,000	134,000	581,200	196,600	
Corn, bus.....	418,800	228,800	38,000	91,600	
Oats, bus.....	217,600	305,600	101,900	157,300	
Barley, bus.....	.....	.....	.....	.....	
Rye, bus.....	5,000	5,000	1,100	2,100	

## TRADE NOTES

Thee C. A. Shultz Manufacturing Company, Monticello, Ind., has been incorporated to manufacture milling and grain cleaning machinery. The incorporators are C. P. Ritter, R. D. Cass and M. W. Simon.

The Gurney Scale Company of Hamilton, Ont., has received contract from the Dominion of Canada for a track scale 108 feet long. When erected it is said this will be the longest scale in use in Canada and one of the few scales in the world over 80 feet in length.

A machine that has been doing excellent duty in large grain and mill plants for over thirty years past is the Cutler Steam Dryer, manufactured by the Cutler Company, North Wilbraham, Mass. It is for the special purpose of drying corn meal, hominy, brewers' grits and meal and all cereal products.

"Net Price Book No. 70" is just issued by B. F. Gump Company of Chicago. It is, as usual, replete with information, and has over 200 pages of specialties for the milling and grain trade. It is mailed very widely, but any grain dealer who does not get one for ready reference in his office can obtain same by writing for it.

The Taylor & Patton Company of Des Moines, Iowa, and J. W. Boyd Grain & Commission Company of Joplin, Mo., are among recent purchasers of Hess Outdoor Grain Conditioners, to be installed in their elevators. The machines are useful on new oats or wheat to remove dampness or mold, and brighten up the grain for market.

The Quaker Oats Company of Chicago makes as one of its specialties for the consuming public a brand of package goods called Corn Puffs. It looks good, tastes good and is good. For making its package goods the Quaker Oats Company is an unusually large buyer of wheat, corn, oats, barley and rye, and invites grain shippers to send samples, as the company is in the market at all times.

The Charter Gas Engine Company, Sterling, Ill., boasts of quite a fine ball team recruited from its employees. That the team has a number of capable substitutes was made manifest on July 4, when two full teams were chosen and played against each other at the Ninth Street Ball Park. The president, secretary, treasurer, sales manager, superintendent and all of the office force took part in the game and their efforts were cheered by a large and enthusiastic crowd.

Webster Method for June, published by the Webster Manufacturing Company of Tiffin, Ohio, has a number of unusually interesting illustrated articles on conveying and elevating material in a modern plant. All the illustrations are "first run" views and taken by the editors of the periodical on the grounds of the plants in which the Webster machinery is in operation. Views are shown from the United Steel Company's plant at Canton, Ohio; the works of the Erie Stone Company at Huntington, Ind.; the National Motor and Supply Company's

new plant at Gibsonburg, Ohio, and others. There are also shown some new interior views of the Webster shops at Tiffin, Ohio, where their well-known specialties for the grain trade are made.

One of the devices necessary to the successful operation of a grain elevator is the car loader and there is no machine probably which requires more care in its selection. The Boss and King car loaders, manufactured by the Maroa Manufacturing Company of Maroa, Ill., have been before the grain trade public for many years and have established reputations for unexcelled service. This company has complete booklets explaining all the good points of these loaders, which will be sent free to anyone asking for them.

The Burrell Engineering & Construction Company of Chicago writes us as follows: "There has been circulated in the state of Iowa a report that the Burrell Engineering & Construction Company has discontinued its Des Moines office and transferred Mr. Frank Burrell to another office. For the benefit of the Iowa milling and grain trade in general and our customers in particular we desire to state that our efforts in trying to get the Iowa miller and grain dealer to build a better elevator are meeting with a greater success this year than last. Our Mr. F. C. Burrell is still in charge and reports conditions in Iowa as being prosperous."

F. M. Smith, Western representative of the Huntley Manufacturing Company of Silver Creek, N. Y., with offices at 305 and 306 South La Salle Street, Chicago, surprised his grain trade friends recently by getting married. Mrs. Smith was formerly Miss Harriett W. Orr of Chicago, and the bride and groom's acquaintance was of over fifteen years' standing. Mr. Smith has been selling "Monitor" machines for very many years and there are few men with a more wide acquaintance or with a larger number of friends in the grain and milling trades. All will wish him joy in the union. Incidentally Mr. Smith is a member of George H. Thomas Post G. A. R. He is the only survivor of Company B, Tenth New York Cavalry.

The Columbus Laboratories of 31 North State street, Chicago, have recently added to their facilities for their analysis service to grain dealers. The laboratories specialize in the analysis of wheat, flour, feeds, water, oil, etc., and their complete consulting staff can handle any problem that may arise in the ordinary course of the grain man's business. The School of Milling and Baking Technology has at the present time almost its limit in students, to whom it gives instruction in flour testing, milling and baking. Very many graduates left its doors with a valuable technical training, and we are informed that their students after leaving the school invariably make good. The laboratories also invite consultation on all patent matters before a patent is applied for or litigation is begun. Their advice from this department has often saved the miller and the grain dealer money.



## NEWS LETTERS

(Special Correspondence.)

### CLEVELAND

BY JOHN D. RARIDAN.

Fire all but destroyed the hay warehouse of the Herman-McLean Company, W. 25th Street and the Nickel Plate tracks, July 5. The loss on the building and 250 tons of hay was estimated at \$6,500 by F. G. Loesch, secretary of the company. The loss is entirely covered by insurance.

The engineer of a passing freight engine noticed smoke emerging from the building. He stopped and blew a series of warning blasts. When the first fire companies arrived flames were bursting from the walls. The Herman-McLean main building, just east of the hay warehouse, and the freight cars on sidings near by seemed in jeopardy and a second alarm was turned in. Several thousand onlookers watched the firemen attack the blazing bales of hay from the warehouse and wet adjoining buildings to prevent a spread of the flames.

In the opinion of Mr. Loesch, the fire must have been started by a glowing cinder from a passing engine. Though causing considerable inconvenience the loss did not cause any definite delay to business of the firm.

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Although June grain movements on the Great Lakes were slack indeed, July has opened up with the usual activity. On July 5 it was estimated that eighty per cent of the boats engaged in lake traffic were under contract. Movements have started from Duluth to Buffalo and intermediate points and several shipments have been received by Cleveland elevators.

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The establishment of a hay and grain exchange in Cleveland before September, where wholesale dealers may meet daily to buy and sell car lots, was planned at a meeting of the Chamber of Commerce Hay and Grain Committee, with forty local dealers. A committee consisting of Herman Schmitt, H. W. Robinson, Frederick Abel, C. B. Clark and H. F. Teagle, was appointed to draft the principles on which the exchange should be governed and to call a second meeting within ten days and report.

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By a canvass made recently, officials of the Baltimore & Ohio Railroad estimate that 1,162 cars will be required, during the present season, to transport the wheat raised along the lines between Fremont and Loveland, Ohio, and Midland City and Columbus to the elevators and other markets. That number of cars will carry an enormous amount of wheat, more than has been grown for a good number of years. In addition 11,820 grain car boards will be distributed to help carry loads. A trainload of boards was run from Fremont to the various sidings and stations.

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H. C. Stahl, who recently returned to Bellevue, Ohio, after a trip through the Southwest, reports a very promising outlook for crops generally. He declares that he never saw better wheat and oats than that in Kansas and Oklahoma.

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Drought in Licking County, Ohio, ruined the oats crop in that territory, farmers maintain, though some can be saved. Most of the output, however, was burned up.

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Work has started on the two-story grain elevator for Sheets Brothers Elevator Company, on Broadway, near E. 65th Street. The structure will be 70x40, frame and heavy timbers with composition roof. Plans were drawn by E. F. Gibbons, engineer.

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The Grand Rapids Farmers Grain Company was incorporated recently to do business at Grand Rapids with a capital stock of \$10,000. William Katon, Frank L. Sheets, J. L. Baumberger, L. H. Shesley, Charles Strayer and Emil D. Graf are the incorporators.

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Another incorporation of interest is that of the E. F. Shelley Grain Company, Sherwood, Ohio, to operate an elevator. Capital stock is in the sum of \$12,000 and incorporators are W. T. Palmer, E. F. Shelley, T. E. Shelley, M. H. Whitney and L. D. Cornell.

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The residence of E. I. Bailey, grain dealer, on E. 115th Street, has attracted considerable attention of late by its brick construction and unique appearance. The bricks used were sorted as to color and

shade and so arranged as to give the house's exterior a symphony in browns and greens, golden brown growing lighter by degrees and blending into green.

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W. H. Persinger and J. E. Wells of Sidney, Ohio, have purchased the elevator of W. L. Alton & Son at Swanders, adding to their string of elevator holdings in that part of the state.

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Plans have been completed and work will start at once on the erection of a reinforced concrete and tile feed store for George Meber & Son at Martins Ferry, Ohio. It will cost \$10,000.

(Special Correspondence.)

### INDIANAPOLIS

BY F. J. MILLER.

With wheat shipments beginning fully ten days earlier than usual, Indianapolis grain men have been on the jump for some time now. Not in years have farmers begun to cut wheat in June, as they did this year. The grain is of exceptionally good quality, too. The hot weather hurried it a little at first, but this did not have a permanently bad effect. There has been a little complaint of smut in wheat in central and eastern Indiana, but shippers say that the trouble is confined to areas where it had previously been noticed and that if in some instances there is more smut, that is only because there is more wheat. A few farmers have tried the formula of treatment worked out by experts at Purdue and report that the smut has failed to appear when their seed was treated according to directions. The wild onion has also caused some complaint, considerable traces of this being found in some grain coming to the Indianapolis market. This in earlier years has been confined to the southern part of the state, but this year has been reported in Shelby and Decatur Counties and even as far north as Laporte County.

Although many dealers are being overwhelmed with shipments of wheat, men who have visited the country districts in the last few days report that many farmers are holding on to their crops. The difficulty is that the good early crop has depressed prices. Buyers are paying from 67 to 75 cents a bushel, whereas the farmers want 85 to 90 cents in many instances and would not object to the old favorite, dollar wheat. An illustration of the low price of wheat was seen at Washington, Ind., recently when wheat was at 69 cents and corn at 70 cents. Inspections by the Indianapolis Board of Trade have naturally been much heavier this month than a year ago.

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P. E. Goodrich, of Winchester, represented the Indianapolis Board of Trade at the meeting of the National Hay Association Grades Committee in Cedar Rapids, Iowa, July 13.

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Elmer Seften, W. J. Kincaid and J. C. Meek, as directors, have incorporated the Sandusky Farmers' Elevator Company, which has a capital stock of \$10,000 and is to operate elevators.

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The first car of the new crop of wheat to reach Indianapolis from southern Indiana was received by the H. E. Kinney Grain Company June 24. This was the earliest arrival in Mr. Kinney's long experience in the market. The wheat was superior in quality and sold only 2 cents under old wheat prices. It graded No. 1 and weighed sixty-one pounds to the bushel. Two other cars arrived soon afterwards, consigned to Frank A. Witt. Last year the first car was reported on the local market July 3.

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The first new crop wheat from a Marion County farmer was received by the Acme-Evans Mill from the Henry L. Harding farm, west of the city. It tested 59½ pounds to the bushel and graded No. 2. It brought the market price, 74 cents.

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Ezekiel T. Ice, for many years a prominent grain and lumber dealer of Muncie, is dead. He died at the age of eighty-two, after an illness of three weeks. He was active in the promotion of several traction lines.

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Mrs. B. F. Crabbs, wife of the Crawfordsville grain man, and a leader in social and church circles, is dead.

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The latest addition to the list of co-operative farmers' elevators is at Wolcott, where the Farmers

Co-operative Company has recently been incorporated. The capital stock is \$20,000 and the directors are Charles C. Dawson, John R. Nelson and Edgar G. McCullum.

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The C. A. Shultz Manufacturing Company, Monticello, Ind., has been incorporated for \$225,000 to manufacture milling and grain cleaning machinery. C. P. Ritter, R. D. Cass and M. N. Simon are the directors.

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The Indianapolis Board of Trade has just closed another very successful year and under the guidance of its new corps of officers, most of whom, however, are experienced in the work of running the organization, it is preparing for twelve months more of business and expansion.

The annual report of the secretary, William H. Howard, showed total assets of \$323,820.63 and surplus assets of \$106,251.15. The receipts for the twelve months, including the balance at the beginning of the year, amounted to \$110,858.52 and the disbursements were \$104,953.43. The year saw \$19,000 in preferred stock retired, the largest amount retired in any one year, leaving a total of \$112,000 preferred stock outstanding out of an original issue of \$200,000. The appropriations to the mortuary fund and dividends on common stock amounted to \$9,618.25. There was paid to the heirs of deceased members \$17,443.35. The grain inspection and weighing department showed an unusually good year despite the corn crop shortage in certain sections tributary to Indianapolis, the profit in that department being \$3,931.46. The amount of wheat inspected was 2,475,600 bushels; corn, 18,956,400; oats, 7,716,000; hay, 1,626 cars.

Adolph J. Meyer was elected president; George H. Evans was elected vice-president; and Tom Oddy was re-elected treasurer. The following were elected members of the Governing Committee: Otto A. Lieber, Bert A. Boyd, A. M. Glossbrenne, Walter D. Jones, L. L. Fellows, Joseph R. Cavanaugh, Ralph A. Lemcke, William L. O'Connor, Warren H. Simmons and E. Clifford Barrett.

George H. Evans, who becomes vice president, is a member of the Evans Milling Company. He has been a member of the Governing Committee of the Board since June, 1906, and a member of the Board since 1896. He is chairman of the Railroad and Traffic Committee and of the Grain Discount Committee and is a member of the House Committee.

Harvey Mullins is chairman of the Grain Committee, which consists of the following members: Bert A. Boyd, Horace E. Kinney, James M. Bradford, E. Clifford Barrett, E. K. Shepperd, Frank A. Witt, Harry J. Berry and A. F. Files. The Flour Inspection Committee consists of George G. Doran, chairman; Valentine Bachman, Harvey Mullins, I. E. Woodard and O. V. Rouse.

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The H. E. Kinney Grain Company has decided to build a grain elevator with a storage capacity of 100,000 bushels at Beech Grove. Mr. Kinney says that the elevator, which will cost more than \$35,000, will be completed in time to take care of corn shipments from this year's crop. The elevator plant will be equipped with a drying plant with which to prepare corn for shipment to the eastern market and to the coast for export to Europe. Western corn, raised in the last few years, had contained more moisture than in former years, Mr. Kinney declares, and for this reason corn for shipment to the seaboard must be dried in order that it may reach its destination in good condition.

The new elevator will be exclusively to handle grain in transit and in storage and no grain will be bought at the elevator. The building will be of iron construction and a number of concrete storage tanks will probably be added later.

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Edward W. Bassett of the Bassett Grain Company, Indianapolis, recently gave out a remarkable interview on the crop situation which has called for a great deal of comment. It was written specially for the general reader who has little or no knowledge of the grain trade but contains much of interest to grain men. Mr. Bassett, it is said, came home from a picnic and dictated the interview for an hour and ten minutes without a break, to N. J. Pauley of the *Indianapolis Star*. After giving a few preliminary statistics as to crop estimates and the various causes of crop damage he went on to say:

There is an old saying that a wheat crop is never sure until it is actually in the bin, but strange to say in this year of 1914 our growing winter wheat crop has gone through all these vicissitudes without any serious impairment and now our government and private statisticians have all united in the enormous approximate figure of 650,000,000 bushels of the wheat known as the winter variety, principally soft but partially of hardened quality. It is now past all of these dangers except one, the last the possibility of damage in the shock before it takes its final plunge through the separator.

Added to this 650,000,000 bushels of winter wheat the spring crop which is growing in our Northwestern states also has had splendid weather and perfect soil to date with the result that estimates generally are to the effect that we will have approximately 250,000,000 bushels of this variety following after the harvest of our winter crop. These two quantities together make the enormous total of 900,000,000 bushels output for our country, with the possibility, of course, that we may be guessing a little low because, while our estimates are



carefully made, it is in a sense a guess and it is altogether probable that we may this year produce a billion bushels.

#### Exceeds All Other Years.

But to show you the enormous crop we really have, even if we obtain only 900,000,000 bushels. We have then produced 150,000,000 bushels more than the biggest previous crop on record since statistics have been kept. If now you multiply the number of bushels by 70 cents, the approximate price on the farm, you will see that it would require approximately \$650,000,000 to pay the farmers for their yearly labor in the wheat fields. And if you still like figures you might estimate the currency of our country on the basis of \$34 per capita, and find that if we had to pay for this crop on any one day, banks, trust companies and merchants would all be bankrupt; that is, if the farmers should require cold cash and would not be satisfied with anything else. But fortunately they will not all demand cash and they can not all thrash and deliver the same day, so in this way we hope to escape universal financial embarrassment.

So much for the crop of wheat. Aside from its producing the staff of life, it is important for all to consider its actual effect upon the commerce and business of our land. That it would be beneficial is of course apparent, but to what extent and who will be benefited is important. And also a special local interest might be the fact that about \$40,000,000 is the proportion of the money which will come to Indiana as its part of the pay for the wheat business of the year 1914.

#### Check to Gold Exports.

Wheat is a world's crop and likewise a world's food. That there has been a political, commercial and business stagnation for the last year or two can not be doubted, nor can we believe it wholly psychological. Our country as a whole is a most prosperous one. But factories have not been running full time and have not employed their men full time. When forced to do so we can all live a little more economically and probably eat a little less. And this situation precludes the probability and even the possibility of high prices for our big crop of wheat. Especially is this true because other crops of wheat in other countries in both Northern and Southern hemispheres have been fairly good. We are starting off from the very first with about the lowest price we have experienced in a great many years, and as the wheat crowds upon the market there is good reason to believe that we will probably see the lowest prices for wheat than have been known for a long time.

But this is not an unmitigated evil, for it is apparent that a large crop at a low price is far better than an ordinary crop at a high price, as it means that every farmer, whether rich or poor, big or little, landlord or tenant, will each have something he can turn into money and apply at once in other directions.

One of the most interesting as well as the most beneficent of the effects of our extensive crop, as has already been observed, is the checking of the outflow of gold to other countries across the water, with which we trade. You have noticed that gold has been going out steadily recently, but already we are beginning to draw on the other side for the big crop of wheat, turning the tide of trade in our favor. After we have fairly stopped the outflow we may go them one better and actually start an inflow, for of course the more densely populated sections of the world, especially Europe, will buy our low price staff of life. It follows from what we thus know that a big wheat crop may not only save the party in power by giving it a prosperity which does not come from the party in power at all, but actually save the people.

#### Other Grains Yield Heavily.

In adding to this enormous crop of wheat there is a crop of oats coming along within thirty days which, while not as large as in some previous years, will nevertheless be probably 1,400,000,000 bushels, and if you multiply these bushels by 30 cents, the probable farm value, you will discover another nice little pile of money coming to the farmers.

Last but not least comes King Corn, of which it is yet too early to speak certainly. But it is now waving green and if present prospects are maintained and if it rides the weather as well as the wheat crop did, and if not subjected to too much wet or dry weather, we should have in the autumn 3,500,000,000 or 3,750,000,000 bushels of corn. Multiply these bushels by 50 cents, the probable farm value, and add them together. You may be surprised at the amount of money our three principal grain crops produce.

One of the most interesting subjects in discussion among people, politicians and statesmen for many years past has been the free grain coming into our land from other nations, when conditions warrant. Now for the first time in the history of the world we have had actual experience with free grain coming into America as against the prohibitive import duty prior to October last. The result has shown one thing very positively. The law which was passed last October should have been passed a great many years ago. It is of course true, since this bill became a law, that the price of the two commodities, oats and corn, would have been materially higher but for the free import, and from this standpoint alone a farmer might argue that he would have gotten \$1 a bushel for his corn or more and 50 cents for his oats or more, against 30 cents and 15 cents less respectively on the average actually secured. But on the other hand there is a large army of consumers, and the man who is the consumer of bushels of grain for the maintenance of his own life and that of his animals is entitled to life the same as the producer. In fact, if we did not have the consumers the grain would be worthless, and real prosperity consists in having all classes of producers and consumers able to earn a living. The high price we might give the producer. In fact, if we did not have the consumers the grain would be worthless, and real prosperity consists in having all classes of producers and consumers able to earn a living. The high price we might give the producer at the same time strangles the consumers and would in the end simply be a boomerang of destruction.

#### Conditions Govern Imports.

Incidentally Argentina shipped us a vast quantity of corn within the last eight months and Canada shipped us a vast quantity of oats which sold here in America in competition with our own. But it must be remembered that in addition to free grain as noted above the other condition which made the imports of corn and oats possible lay in the fact that we produced in 1913 one of the very lightest crops of corn and oats on record. You have not heard of wheat being imported and with our bumper crop now you will not hear of it, but on the other hand you have heard of exports and will continue to hear of them, as we can supply the other side with millions of dollars worth of wheat in the next twelve months. This fact again shows the advisability of free grain.

It may be, even with our 100,000,000 population, that the remark of that astute citizen, Mr. Hill, may be erroneous in the statement that on account of the enormous increase in population we will never again be an exporting nation of grain. In fact it is our belief

that within the next six months we will witness exports not only of wheat, but actually of corn, oats and other grains. May the flow of golden grain outward and the inflow of gold in payment therefor be continuous for the prosperity of our people.

[Special Correspondence.]

### KANSAS CITY

BY MURRAY E. CRAIN.

The office of James T. Bradshaw, Missouri State Warehouse Commissioner, has been extremely busy recently, as the result of the new rates for inspection, effective July 1. The new charges are believed to be more equitable than the old and the grain exchanges at St. Louis, Kansas City and St. Joseph have expressed satisfaction with the recent tariffs. The "in" weighing charges per car, for instance, are 40 cents instead of 50, as in the past. The "out" charges per car are 25 cents instead of 15. The Missouri department will in the future charge for all reinspections, according to an announcement by Mr. Bradshaw, regardless of the grade on reinspection, unless the inspector was in error in the first inspection, in which case no other charge will be made. This rule is necessary for the protection of the Missouri department since the adoption of the new government grades for



JAMES T. BRADSHAW

corn and moisture percentages which may vary on different samples from the same car within twenty-four hours or less time. All corn inspected in the yards or "in" or "out" of the elevators must, under the new rules, be given the moisture test.

\* \* \*

Receipts in Kansas City have been light recently, the new crop not yet being well under way. Numerous rains in Kansas have delayed the work of the threshermen, and have been responsible for the slow movement of the new wheat crop. However, prospects are excellent and the wheat will begin to pour into Kansas City elevators in the immediate future, it is expected. Sentiment among some Kansas agriculturists is said to be unfavorable to selling on the present market. The growers, however, must sell for a good many reasons. They need the money rather badly, in view of the lean years of 1912 and 1913. The most potent force, however, is the fact that they have no storage facilities for the crop, which is in the neighborhood of 180,000,000 bushels.

\* \* \*

The burning issue in Kansas City grain circles, as among other lines of business, up to July 7, was the question of giving or refusing a new franchise to the Metropolitan Street Railway Company. The franchise carried by a majority of more than 7,000, due largely to the good work of members of the Board of Trade. A business men's committee of two hundred was appointed to work for the franchise, which was generally desired, a dozen grain men being named as members of the committee. Among those appointed were W. E. Thomas, John I. Glover, H. T. Tighe, E. W. Shields, H. F. Hall, T. J. Brodnax, J. A. McLiney, Stanley Christopher, C. A. Dayton and W. C. Goffe. The passage of the franchise means a little more prosperity in Kansas City, it is believed.

\* \* \*

The Ragan Grain Company, of which H. B. Ragan is the head, is the newest member of the Kansas City Board of Trade. Mr. Ragan recently took over the membership of the late F. A. Talpey, and was admitted to the exchange without delay. He

has been in the grain business in the Southwest for a good many years, though new in Kansas City. Mr. Ragan has handled elevators at various Kansas points in the past. The company of which he is the head has taken offices at 15 Board of Trade building.

\* \* \*

H. G. Wilson, transportation commissioner of the Kansas City Commercial Club, as well as of the Board of Trade, may sever his connection with that position in the near future. Mr. Wilson recently left for Toledo to look over the field there. The Toledo Commercial Club needs an expert to take care of its traffic troubles, and has tendered the place to Mr. Wilson. The latter has built up a National reputation through his good work in keeping the railroads in the proper frame of mind, and his services are in high demand. He will announce his decision as soon as he inspects the Toledo situation.

\* \* \*

Missouri has another association of grain men, as the result of the recent action of dealers in the Southwestern part of the state, who formed the Southwest Missouri Grain Dealers' Association. Grain men from a dozen cities attended the initial gathering, believing that their own special interests demand special treatment. J. D. Mann, of Montrose, who has been active in organization work in the past, was elected president of the infant organization. W. D. Schmidt, of Appleton City, was made vice-president, and A. G. Sullivan, of Nevada, secretary-treasurer. J. D. Mead, of Fort Scott, is assistant secretary.

\* \* \*

A bulletin reached Kansas City grain men recently from the Kansas State Board of Agriculture, and it was signed by one J. C. Mohler. Any other name than F. D. Coburn attached to a letter from the Kansas board looks strange after that gentleman's twenty years at the secretary's desk. Mr. Coburn, who is intimately known to many local Kansas City members of the grain trade, swept out his desk on July 1, and turned the reins over to his former assistant. He promised, however, to be within hailing distance should his services be needed at any time in the future. Mr. Mohler's first effort along the bulletin line was to urge Kansas agriculturists to stack their wheat.

\* \* \*

Grain men of Kansas City are doing their share toward preparing for the tide of grain. The capacity of 17,250,000 bushels available a few weeks ago is being expanded as rapidly as possible. The Simond-Shields Grain Company, operating the Milwaukee Elevator, recently put up an addition capable of accommodating 800,000 bushels. Another plant almost as large is now to be erected. The contract was awarded a few days ago and work will be pushed. Several other companies operating elevators are either actually working on additions or preparing to do so. The total capacity of Kansas City elevators probably will be in the neighborhood of 20,000,000 bushels in another month or six weeks.

\* \* \*

A "hurry the wheat party" was held at Wichita, Kan., on July 1, to discuss methods of facilitating movement of cars. Representatives of associations in Kansas and Oklahoma, as well as members of the grain inspection departments of the two states, attended. Heavy demurrage charges were urged where dealers dally in unloading cars. Stress was laid on the fact, however, that co-operation was necessary on all sides if the crop is to be taken care of in good shape. The proposed demurrage charge is \$5 after seventy-two hours of free time instead of \$1, as at present. This demurrage charge is especially desired at gulf ports. Representatives of railroads and other transportation companies will be asked to co-operate in the handling of grain.

[Special Correspondence.]

### PITTSBURGH

BY HENRY REICH, JR.

The annual picnic of the Pittsburgh Hay & Grain Exchange was held last week at Wexford, Pa., a grove a few miles from this city. The affair was conducted by a committee composed of J. E. Guyton, Joseph H. Moore, William Leubin, John Dickson, A. H. Sunshine, and President of the Exchange, W. N. Gordon. The members traveled to Wexford in specially chartered cars, and after an afternoon spent in ball-playing, sports, etc., a fine dinner was served at the Wexford Hotel.

\* \* \*

At a recent meeting of the new-elected board of managers of the Pittsburgh Hay & Grain Exchange the following officers were elected for the ensuing year: President, William N. Gordon; vice-president, Charles Kellner; secretary, John Floyd, and treasurer, G. C. Jaegers.

\* \* \*

That Pennsylvania's wheat crop for this year will be a record yield is the statement of the State Sec-



retary of Agriculture Critchfield. His statement is as follows: "There will be a bumper wheat crop in Pennsylvania this year and our advices all point to a crop far in excess of last year. It is true that the Hessian fly and wheat weevil have got into some localities, but the damage done was not of much consequence, and it is fully made up in the splendid increases in other localities."

William G. Duff, a member of the grain, flour and feed concern of Duff, McKane & Company, died at his home in Mercer recently. Mr. Duff was a former member of the Allegheny County Bar but gave up his legal practice to enter the grain and feed business. He was 75 years of age at the time of his death and is survived by his widow.

[Special Correspondence.]

## TOLEDO

BY E. F. BAKER.

Trade on the local 'Change is picking up some and acceptances are a trifle better than they have been. New wheat has already made its appearance on the local market, 175 cars of No. 2 having been registered here. The quality is exceptionally fine and the yield is running 60 pounds to the bushel. Prices are down somewhat, this being due, it is believed by dealers here, to the extremely large crop which will be harvested this season. The price is about eight cents lower than at this time last season. There is considerable exporting from this port again and it is believed that the export business will be quite a factor in next season's business. There has been little lake movement yet this season, but some export grain has been sent out from here by rail. Inquiries arrive here each day from Montreal asking for cargo prices. In times past there was a large business transacted between Toledo and that point and it is predicted that it will again prove a good market for Toledo dealers. Wheat is being out in this section and there has been some threshing. It is believed that threshing will be general by next week.

The oats crop, it is predicted, has been somewhat marred by rust due to the heavy rains, but a fair crop will be harvested just the same. The corn is looking fine thus far, although farmers are praying for rain at this time.

Receipts for the week are as follows: Wheat, 25,000 bushels; corn, 27,200 bushels; oats, 44,800 bushels. Shipments, wheat, 100,300 bushels; corn, 20,800 bushels; oats, 36,400 bushels.

The Northwestern Milling & Elevator Company is adding a new storage tank to its equipment. The tank is of steel and will care for about 80,000 bushels.

Chief Grain Inspector E. H. Culver has just installed a complete new Government outfit in his office, consisting of a complete set of sieves for the purpose of determining the exact percentage of dirt in wheat, oats and corn.

A movement has been started among Defiance County farmers to purchase the Pugh Elevators situated at Hicksville, Ohio, it being planned to organize a company and incorporate. At a recent meeting it is stated that seventy-five shares of stock were sold, just half the amount it is desired to place. But one share will be sold to each farmer under the plan outlined.

Because O. L. Todd, manager of the Shawtown Grain Company, wears garments to suit the season, he escaped with his life recently when his clothing caught on a line shaft at the elevator. The thin garments tore and prevented the crushing of his body in the machinery. A broken left arm and some severe bruises made up the sum total of his injuries.

A. L. Culp had his hand badly lacerated when caught between the cog wheels of the grain duster at Maurer's Elevator at Ottawa, Ohio, the other day.

Roy Shinew, formerly connected with the Royce & Coon Grain Company, at Bowling Green, has resigned and taken a position as ad man and cartoonist on the *Manufacturers' News*, a Chicago publication.

The corn cob bin of the Sneath & Cunningham Big Four Elevator at Tiffin, Ohio, caught fire Tuesday afternoon from an overheated journal. The fire was extinguished by the aid of chemicals and the loss was slight.

C. W. Yanquell, in charge of the Heyman Mill at Monroeville, announces the reopening of the mill as soon as improvements can be completed.

Julius Kruttschmitt, chairman of the Southern Pacific Executive Committee, is reported as declaring that 1,000,000 cars will soon be ready in the

grain belt for the movement of the immense crop which will be harvested. Car repairs are being rushed and every effort made to get transportation facilities in order.

John Smith, vice-president of the S. W. Flower Seed Company; Frank Annin, of the W. H. Moorehouse Grain and Seed Company, and Walter Stone, of Churchill Grain and Seed Company, attended the session of the American Seed Trade Association and the Wholesale Grass Seed Dealers' Association held recently in Chicago.

Kenton Keilholtz, of Southworth & Co., has been spending some days at Detroit and Chicago.

Charles Quinn, secretary of the Grain Dealers' National Association, has returned from Indiana where he delivered an address before the Indiana Grain Dealers' Association. Mr. Quinn but recently returned from a trip to Oklahoma and Texas and other Southwestern states. In a recent interview Mr. Quinn said: "The Southwest is radiantly happy this year over the prospects of an unusually big crop of wheat. The people in those states feel the effect of the drouth of last season. This year they have had a surplus of rain through Texas. The wheat is excellent. Through Oklahoma and Kansas the Hessian fly has done considerable damage notwithstanding which there will be big crops harvested by both states. Passing through Arkansas it seemed like moving across a desert, everything being covered with white dust and no sign of rain."

Frank I. King, prominent Toledo grain dealer, is the recipient of the condolences of his many friends offered on the occasion of the death of his wife, which took place at their Jefferson Avenue home Thursday afternoon. The death of Mrs. King was the outcome of an extended illness. The funeral will take place Saturday afternoon, Dr. Ernest Bourner Allen, of the Washington Street Congregational Church, officiating. The remains will be interred in Woodlawn Cemetery. Mrs. King has been a sufferer for more than two years, during which time she has been confined for the most part to her home. Through all her trials she exhibited great fortitude, and cheerfulness was one of her characteristics. She was prominent socially and had many kindly charitable deeds to her credit, which, however, were never exploited or made much of. She will live long in the memory of those whom she had aided. Besides her husband she leaves four children, Mrs. Thomas P. Day, Fred C. King, Misses Adelaide and Kate Locke King.

[Special Correspondence.]

## MILWAUKEE

BY C. O. SKINROOD.

Corn grading was the foremost topic at the Milwaukee Chamber of Commerce early in July. Grain men generally asserted that the grades were too close and too technical for judgment by the eye. Only a scientific laboratory test, made with accuracy, can really determine what grade a car of corn should be placed in. This was the general sentiment of traders after the first few days of experience under the new rules promulgated by the Department of Agriculture at Washington.

"The very best corn grading system in the world is bound to produce a lot of friction for a few weeks," said Chief Inspector A. A. Breed. "We have had that experience before here. Some of the grain men will oppose any change, or innovation. Then a little bit later they become convinced that the change was not so bad after all."

"One thing is apparent, and that is that the new system requires much more detailed inspection and we shall be compelled to obtain additional help in the inspection department when the corn season is in full swing in the fall."

"It will not be so easy under the new corn grades to make big discounts on corn sold to arrive. The grades are very close together and they will pin the buyer down much more closely so that he cannot make the big deductions that he has made in some instances under the old wide grades."

Secretary Plumb sees great ultimate advantage in the new corn grades because they will become country wide and the trade will be standardized in a way. There will be no obstacles, he maintains, under the new grades to a full and free movement of corn in every direction to different parts of the country.

"No doubt the country shipper and the farmer who has not heard of this new corn grading order by the Department of Agriculture will say that this is another 'steal' gotten up by the foxy Board of Trade men," said Mr. Plumb. "I predict that the new grades will come as a great surprise to many of the country shippers and the farmers. But they will complain at first and say their grades have been reduced and that they have been robbed. Then after a while they will approve of the new system. The country grain men, however, should understand clearly that the grain exchanges have

had the system of grading thrust upon them by the Agricultural Department at Washington, so we should not be blamed for any hardship or friction which may arise under the new plan."

"Just look at those two corn samples," said W. P. Bishop, prominent trader of the E. P. Bacon Company. "Under the old plan of grading both of those would have been No. 3. Now one car has been reduced to No. 5 by having a little more unsound kernels, and yet, to all intents and purposes one car of corn is as good as the other. By grading one car No. 5 it has been given a black eye, as it were, and the shipper takes advantage of this fact and offers less money for it. One of these cars sold for 67 and the other for 68 cents. The difference in price was a cent a bushel when the margin ordinarily should not have been more than a half a cent."

"The farmer will have to pay the brunt of this new corn grading system. The country shipper will have to make allowances for the low grading expected and he will have to allow for a larger margin of profit. In the long run, the farmer will suffer."

"The new corn grades should be less technical. It should be possible to tell the difference between two samples of corn by casual inspection. Now we will have to depend almost wholly on the department of inspection, and the judging of corn from its appearance will be largely eliminated as a factor in determining prices."

"I am all up in the air about this new grading system," said A. K. Taylor. "Of course, we are going right ahead handling the stuff, but we are working largely in the dark. The big question is, if there is really a practical, commercial difference between the grades which can be appreciated."

"The new corn grading will be acknowledged a fine thing in the long run," said Wallace M. Bell, one of the most prominent grain men on the Milwaukee floor. "The new grades are made in the interest of the consumer who is entitled to better foods. The farmer too, will have a greater incentive to get a better grade of corn and deliver it in better condition because he will be penalized under the new grades unless he does improve his quality. He will find that the country shipper who handles the good stuff will get better prices, then it will be up to him to furnish the same class of corn, or suffer a reduction in prices. Of course, there will be some trouble until the trade gets accustomed to the new grading, but this friction will be overcome very rapidly."

As usual, the Milwaukee Chamber of Commerce has taken the initiative in philanthropic matters. The Chamber was the first and only organization of this city to telegraph a query to the Salem, Mass., fire sufferers if they needed help, and also what kind of help would be most appropriate under the circumstances. The Milwaukee Chamber has a reputation for its generosity. The largest contributions for many good causes come from the liberal grain men of this city.

Receipts of grain at Milwaukee continue at a good clip. On an average Monday the total trade is often in excess of 200 cars, which is considered a very good showing in the dull season of the year. Grain men see in this fact the growing importance and the increasing popularity of the Milwaukee exchange.

Milwaukee grain men are still hopeful that the Lever Bill which will provide Federal regulation of grain inspection will be passed only in its amended form. "It is very clear that the Government at Washington is going to take hold of this matter of inspection of grain," said Secretary Plumb of the Milwaukee Chamber. "Since this thing has to come, the grain men should attempt to accept the new condition of things fairly and make the most of them. If the Lever Bill is modified so that there is no appeal on inspections, the new law should prove of great benefit. However, the grading should be final at the first exchange, or at the point of first sale. If the grain men at Baltimore, for instance, who are buying for export, can appeal to the Secretary of Agriculture to have the first inspection overruled there will be great confusion, waste of time, and losses to the grain trade. If the inspection at the point of shipment is not sufficient or reliable for any reason, the Department of Agriculture should proceed to correct the fault. This is a far better way to settle the problem than to permit a re-inspection for every trivial complaint."

Stocks of flour at Milwaukee July 1, as compiled by Secretary Plumb, were 44,000 barrels approximately, compared with 45,000 barrels a month ago and 67,000 barrels a year ago.

The Cargill Grain Company opened an office at Milwaukee early in July. The company has operated its Wisconsin business from Green Bay, but the work of this office will now be conducted from Milwaukee. The firm has an extensive grain business at Minneapolis, being large receivers and



shippers of grain. Applications have been made for two memberships in the Milwaukee Chamber. This is considered evidence by local grain men that Milwaukee is constantly growing as a grain center.

\* \* \*

The Milwaukee Chamber has received from the National Chamber at Washington a strong protest on the new trust bills. Especially is there complaint against the proposition to exempt labor, fraternal and agricultural organizations from the operation of the trust law. This is declared by the board of directors of the National Chamber to be class legislation of the rankest sort.

\* \* \*

E. H. Dadmun has recently returned from a three weeks' trip in the far West. He confirmed the present splendid crop prospects in all the Western states. A. K. Taylor recently returned from a motoring trip in New England. President James Mander also made an extensive tour through Ohio, Michigan and other states by auto.

The Milwaukee Chamber Committee, composed of W. P. Bishop, George Zimmermann and Secretary Plumb, has done some thorough work in study of the trust problem and the referendums proposed by the Chamber of Commerce of the United States. The local Chamber went on record against any legislation to forbid discrimination in the price of commodities; against compelling owners of mines to sell their product to all responsible applicants; against legislation designed to prevent a merchant from making a contract to handle only one line of goods; for a law to make the evidence in trust suits applicable to private damage suits; and for a law to prohibit corporate ownership of competing companies.

\* \* \*

W. A. Pittenger, Madison, Wis., has been chosen a member of the Milwaukee Chamber.

\* \* \*

The *Daily Trade Review*, a grain and produce publication, has recently enlarged its size and chosen type which is large, clear and legible. Milwaukee can now boast of two excellent grain publications which carry produce markets, and a line of grain market items.

\* \* \*

The lines east of Chicago have issued tariffs, effective August 1, which propose to cancel from Milwaukee via Chicago the present reshipping or proportional rates on grain and grain products in car loads to all points east of Chicago. The effect of such action would be to restrict Milwaukee shippers to routing all cars via the car ferry lines here across the lake, which would be a very material limitation. The Transportation Committee of the Milwaukee Chamber has instructed the traffic expert of the Chamber to bring protest to bear on the Interstate Commerce Commission and have the proposed rates suspended for further investigation.

\* \* \*

A freight tariff, proposing to cancel the reshipping rates from Milwaukee, via Manitowoc, across the Lake to Boston and other eastern points, has been suspended by the Interstate Commerce Commission from July 5 to October 3. The commission will investigate the reasonableness of the proposed rate.

\* \* \*

A hearing was held at the Federal Building here on the complaint of the Milwaukee Chamber against the Soo Railroad for alleged discrimination in the rate on barley from Minneapolis, malted in transit at Milwaukee for St. Louis, as against the present arrangement at Manitowoc. George A. Schroeder, traffic expert, represented the local Chamber at the hearing.

\* \* \*

P. P. Donahue and A. R. Templeton represented Milwaukee at the recent meeting of the Council of Grain Exchanges at Buffalo.

\* \* \*

Niebuhr and Son, of Eau Claire, Wis., have completed plans for the erection of a modern grain elevator. The building will be of reinforced concrete construction.

\* \* \*

Bert G. Ellsworth, former president of the Milwaukee Chamber, has filed a voluntary petition in bankruptcy. Liabilities are scheduled at \$15,517, and assets at \$250, which are claimed to be exempt. Unsecured claims are estimated at \$15,000, the majority of them being held by Milwaukee grain commission men.

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H. W. Ploss, commercial agent of the Grand Trunk Railroad at Milwaukee, appeared in Cleveland at the hearing to divorce the rail and lake carriers. The car ferries coming to Milwaukee are involved in this action.

\* \* \*

The Interstate Commerce Commission has ruled that the proposed advance on malt freight rates from 25 to 30½ cents from Minneapolis to New Orleans is reasonable. The order for suspension to July 15 has therefore been canceled. The proportional rate south of Chicago on malt from Mil-

waukee, the product of Minneapolis barley, will be 23 cents per 100 pounds after July 15.

\* \* \*

An excellent demand is reported at Milwaukee for choice malting grades of barley. The inferior kinds of barley move rather slowly, the market being more or less supplies with these grades. Offerings of corn recently have been of rather large volume and of good quality. Black mixtures of oats are hard to dispose of in the Milwaukee trade. There is a good local and a good shipping demand for all the oats of good quality that have been offered. Shippers and millers are also taking the best cars of wheat readily, but the inferior and low grades are generally neglected. Supplies of rye offered here have fallen off since the recent decline in price of several cents a bushel. There is better buying of the reduced supplies and at the lower prices.

[Special Correspondence.]

## ST. LOUIS

BY RALPH O. JOHNSON.

Business is expanding on the St. Louis Merchants' Exchange, and indications are that increased activity will develop as the new crop season progresses. The recent 14-cent decline in wheat futures has made an attractive level for speculators to enter the market, while empty bins and the excellent quality of the new wheat arrivals assure a big buying demand from cash grain interests as soon as the flush movement of the new crop is on. Houses with foreign connections are very optimistic over the export outlook, and it is officially stated that over 1,000,000 bushels of wheat have been booked for shipment within the next three weeks. Edward M. Flesh, president of the C. H. Albers Commission Company, predicts that the United States is facing the biggest export business in its history and expects St. Louis to figure very largely in the total shipments. Mr. Flesh bases his opinion on the low price of wheat now prevailing, on small supplies and unfavorable crop conditions in France and some other minor wheat producing countries, and on better trade and business conditions in Europe. Mr. Flesh believes also that under the favorable influences of a new currency system, a 900,000,000 bushel wheat crop, and improved conditions over the cotton and corn fields, that the United States is facing a considerable trade revival, and one that will assure an enormous consumption of wheat and other grains for domestic usages.

\* \* \*

The annual race to get the first car of new winter wheat into the St. Louis market was won on June 18, by the Eaton-McClellan Commission Company, but by a very narrow margin, as on the same train with the McClellan car was one consigned to the Elmore-Schultz Grain Company. The McClellan car was nearest to the engine in the train, however, so was considered the first car in. The car was shipped by the O. A. Crenshaw Grain Company of Charleston, Mo., and graded No. 2 red wheat, of 60 pounds test. It was auctioned off on the Merchants' Exchange by P. P. Connor, and purchased by the W. L. Green Commission Company at 87½ cents a bushel. The Elmore-Schultz car was sold to J. A. Bushfield and Company at 87 cents. It also graded No. 2 red.

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The St. Louis Grain Club held its mid-summer meeting and "frolic" on June 22, when an automobile trip was made through the business section of the City and Forest Park. In the evening members of the club and their guests enjoyed a banquet at the Bellerive Club. E. L. Waggoner, of the W. L. Green Commission Company, president of the St. Louis Grain Club, as well as its other officers and members, has been doing strenuous work to increase the importance of St. Louis as a grain market.

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Stephen A. Bemis, head of the Bemis Bag Company, and a party of friends, sailed from New York June 30, for a three months' trip through Europe. Mr. Bemis is hale and hearty at the age of 85 years and spends much of his time traveling. Recently on his return from a trip to California he expressed the opinion that the West is bordering on a general trade revival, and said sentiment was much more cheerful on the Pacific Coast than in the Eastern section of the country.

\* \* \*

Members of the St. Louis Merchants' Exchange at a special election July 2, voted to adopt the following rule on "grain to arrive":

Section 1. In order to establish an open competitive market in grain to arrive, the Board of Directors shall appoint and maintain, during the whole of each day upon which the exchange is open for business, a place where buyers and sellers of wheat, rye, corn and oats to arrive may gather and freely buy and sell, or offer to buy or to sell the various commodities mentioned herein.

Sec. 2. The Board of Directors are further empowered to make all necessary regulations, terms and conditions upon which such trading may be conducted, both during and after the close of the exchange. A committee of three shall be appointed, to be known as the

"To Arrive Committee," which shall have general supervision of the "To Arrive" market under this rule and the regulations provided to make it effective, and to whom shall also be submitted all questions or differences arising under this rule.

Sec. 3. On and after July 10, 1914, all wheat, rye, corn or oats purchased by a member of this exchange to arrive, subject to St. Louis or East St. Louis inspection, shall, in addition to all other charges prescribed by the rules of this exchange, carry for the purpose of covering all financing and handling expenses, a charge of one-half cent (½c) per bushel on wheat, rye, corn and oats. These charges shall not apply on grain purchased from a member of this exchange in business in St. Louis, who finances and attends to the arrival, delivery and accounting of said grain. After the close of the regular market, any member, upon proper record being made, may purchase or offer to purchase wheat, corn, oats or rye for shipment to this market at any price such member may see fit to bid, provided such bid shall allow for the aforesaid charges.

Sec. 4. Sales shall be filled by the delivery of grain billed direct from country stations, except that in case of default by the country seller, the terminal seller shall have the right to fill such sales from current arrivals.

(a) The seller of grain to arrive, prior to its arrival in St. Louis or East St. Louis, shall furnish the buyer thereof, when practicable, with the car number, or the numbers of all cars to apply on each sale. Such grain on arrival at St. Louis, or agreed point of inspection, shall be subject to the inspection, reinspection and appeal to the properly authorized inspection department, also to Appeals Committee, and all other rules of the exchange governing purchases and sales to arrive.

Sec. 5. Any member of this exchange, transacting business in his own name or any firm of whose partners one or more is a member of this exchange, or any corporation of whose executive officers one or more is a member of this exchange, who shall willfully purchase, or offer to purchase, any of the above enumerated grain for shipment to arrive in this market, as defined in this rule, on a basis which shall not allow for charges prescribed herein, shall after trial and conviction by the Board of Directors be censured, fined, suspended or expelled, as the board may determine to be for the best interests of the Exchange.

\* \* \*

Opinion is divided as to the merits of the new grain rule adopted by the Merchants' Exchange at a recent special election of members, which permits the delivery on future contracts of hard winter wheat on the same basis as soft winter wheat and other contract grades, whereas heretofore hard winter wheat was penalized 3 cents a bushel.

Southeastern grain interests and millers of course bear the burden of the change, as St. Louis long has been strictly a soft winter wheat market, and their trade has been established on a basis commanding that grade. It is questionable just what result will follow in this important territory, but several leading soft winter wheat millers voice the opinion that the change is not practical, that St. Louis is naturally a soft winter wheat market, and that a year's trial of the new rule will prove this to be true. The elevator interests and others not directly interested in soft winter wheat are elated over the change and assert that in a short time the grain trade of St. Louis will be increased fully 25 per cent.

Marshall Hall, president of the Merchants' Exchange, voices the opinion that the new rule is the most important passed in years, and asserts that it will assure a vastly increased business, both in futures and cash, from Kansas, Nebraska, Oklahoma and other Southwestern states, as well as from Iowa, which states heretofore have shipped and traded largely in other markets. The new rule reads:

On and after June 15, 1914, regular contracts for future delivery shall be for the contract wheat, and on such contracts the tender of No. 1 red winter wheat, No. 2 red winter wheat, No. 1 hard winter wheat and No. 2 hard winter wheat shall be deemed sufficient; provided that the delivery on each lot of 5,000 bushels shall be in whole either red or hard winter wheat; provided also that not less than 1,000 bushels be delivered in any one elevator. Nothing in this section shall be construed as permitting the delivery of hard winter wheat on contracts made for red winter wheat, nor shall it be permitted to deliver red winter wheat on contracts made for hard winter wheat.

\* \* \*

Regardless of the merits of the new rule, it will have the effect of increasing the elevator capacity of St. Louis by 1,000,000 to 2,000,000 bushels, as two new elevators, whose construction was largely contingent on the passing of the new rule are now practically assured. One will be built immediately at Venice, Ill., by the C. H. Albers Commission Company. The elevator will be of concrete construction, will have a capacity of 1,000,000 bushels and will cost between \$300,000 and \$400,000.

The second elevator is being financed by the St. Louis Grain Club, and is receiving the support of several railroads entering St. Louis. One important railroad has offered to take one-half of the stock in the enterprise, provided the elevator is built on its property in East St. Louis, Ill. The remainder of the capital is practically assured from grain and commission-house sources.

\* \* \*

C. L. Wright, recently with the John Wahl Commission Company, has become associated with his brother in the W. H. Wright Grain Company.

\* \* \*

The Merchants' Exchange has amended the rules governing deliveries on all contracts for corn so that the following grades may be delivered in such proportion as may be convenient to the seller. But in no case an amount less than 5,000 bushels of any one grade shall be deemed a valid tender at the price difference mentioned in the following



schedule, and not less than 1,000 bushels be delivered in any one elevator. At contract price: No. 1 and 2 white corn. No. 1 and 2 yellow and No. 1 and 2 mixed; at 2 cents per bushel under contract price: No. 3 white, yellow and mixed. During March, April and May, No. 3 yellow, white and mixed corn cannot be delivered, except at 4 cents per bushel under contract price.

W. B. Christian, president of the Eureka Elevator Company, has sold his interest in the company to J. H. Morse and W. W. Carruthers, who have been interested with him in the business. Christian now is connected with the W. L. Green Commission Company.

Marshall Hall, president of the St. Louis Merchants' Exchange, has appointed the following delegates to represent the Exchange at the twenty-first annual convention of the National Hay Association, to be held at Cedar Point, Ohio, July 14 to 16: Walter H. Toberman, chairman; Harry L. Boudreau, D. W. Clifton, F. M. McClelland, John D. Mullally, A. F. Eaton, E. D. Pauley, J. W. Dye, Martin Mullally, Henry M. Wise, B. C. Tice, Dan S. Mullally, J. W. Bryan, Fred Deible, E. W. Roskopf and Erich Picker. Walter H. Toberman, chairman, will provide features of entertainment for the purpose of advertising St. Louis as a hay market at the convention. A special car has been provided for the delegates.

H. B. Sparks of the Sparks Milling Company, Alton, Ill., with his wife and Mr. and Mrs. Frank R. Milnor of Litchfield, have started on a 4,000-mile automobile trip. They plan to motor through the Berkshire Hills, the White and Green Mountains and the Adirondacks, and will cross the Alleghany Mountains on their way home. Mr. and Mrs. Sparks have been on motor trips for the last four summers, including a tour of Europe.

St. Louis grain men are interested in a call made by the Public Service Commission of Missouri, summoning every railroad in the state to which the maximum freight laws apply, to a conference to be held at Jefferson City, July 21, at which the question of filing joint through rates will be taken up. The railroads have not filed their joint tariffs with the Commission. The maximum freight laws require the roads to carry a shipment an equal distance over two or more lines for the same charge as over one line. The Commission is advised that where a shipment is handled over two or more lines that each makes the initial charge, which increases the freight to the shippers.

The Public Service Commission also on June 25, held that the railroads have no lawful right to impose a team track storage charge upon shippers in addition to demurrage charges fixed by statutes. The ruling is of general interest and affects every railroad and shipper in Missouri. The roads entering Kansas City attempted to exact a team track storage charge and filed a schedule of tariffs with the Commission. This provided that the charge should begin 48 hours after the car was put upon the team track for unloading and should be \$1 per day per car for the first two days and \$2 per day per car for each succeeding day. The tariffs were suspended and the Commission took up an investigation. The roads explained that such a charge was necessary to compel the unloading of the cars, which were sometimes used as warehouses by grain and commission men. The Commission holds that the roads are entitled to charge only demurrage charges, fixed by the statutes, and no other toll shall be exacted from shippers without a change in the law.

The recent 15-cent break in wheat futures netted handsome profits for several well-known traders in the St. Louis market. John T. Milliken, millionaire grain speculator, is credited with having cleaned up close to \$75,000. T. E. Price, head of the T. E. Price Commission Company, is reported to have made equally as much. Peyton T. Carr, president of the Kehlor Flour Mills Company; Thomas Lahey, of T. E. Price Commission Company, and several others also reaped big profits. Both Milliken and Price covered their short lines close to the bottom of the break, and now are said to favor the long side of the market.

Harry W. Daub, of the Schreiner Grain Company, St. Louis, after a three weeks' trip through the East, says that New York exporters are looking forward to a record-breaking foreign movement of wheat this fall. He declared that sentiment in the Wall Street district is more cheerful, and predicts that with the harvesting of the crops considerably better business conditions will prevail.

Rain fell in St. Louis one day last week, and traders in the Merchants' Exchange grain pit suspended business for over one minute, while they cheered. It was the first good rain in St. Louis in a month and the traders' action demonstrated how badly moisture was needed in this section. Con-

ditions in St. Louis County and surrounding territory were vastly improved by the precipitation; and where fear of drouth damage was becoming prevalent, the opinion is now expressed that the corn crop will make a favorable yield, provided seasonable weather prevails from now until harvest.

Roy Carter of the commission firm of T. W. Carter & Co., St. Louis, has returned from a month's trip in the East. Carter says that the new currency law, the fine crop prospects and less anxiety over the Mexican situation are helping business sentiment. He believes that the country is in for a considerable trade revival this fall.

George H. Backer, president of the St. Louis Rail & Equipment Company, and wife, left July 8 for a three months' tour of Europe. Backer has been a member of the Merchants' Exchange for years and formerly was a partner in the well-known milling firm of Fusz & Backer.

The Interstate Commerce Commission has ruled as unreasonable, in the case of the Rea-Patterson Milling Company, Coffeyville, Kan., against the Missouri, Kansas & Texas Railroad, the present rates from points in Kansas and Missouri on wheat milled in transit at Coffeyville, Kan., and the product re-shipped to destination in Oklahoma.

The creation of a Farm Betterment Association in every county in Missouri, was arranged for recently at a meeting in St. Louis of representatives of five organizations interested in the agricultural and good roads movement inaugurated by the Missouri Bankers' Association. A banker, a business man and a farmer will be chosen in every county to perfect and direct the organization in their county. These county associations will primarily be organized to assist in the establishment, as soon as practicable, of farm advisers in each county: to bring into the rural schools proper facilities for the teaching of agriculture; to assist farmers in financing improvements on their farms; to improve the condition of livestock on their farms; to encourage and foster good roads movements and to work for the general welfare of the whole community. Besides the Bankers' Association, the movement has the support of the Federation of Commercial Clubs and the Crop Improvement Committee of the Council of Grain Exchanges. It is asserted that when the farmers of Missouri realize that these large popular interests are endeavoring to better conditions, they will heartily enter into and assist in any plans which may be promulgated.

W. W. Head of St. Joseph, chairman of the Agricultural Committee of the Bankers' Association, was chairman of the meeting and Prof. D. H. Doane, president of the Interstate Agricultural and Industrial Congress and also an agricultural expert of the University of Missouri, in Columbia, was secretary.

The conferees were: Bankers' Association, W. W. Head, F. C. Millsbaugh, W. B. Sanford, W. S. Wells, W. C. Gordon, W. F. Keyser and President Richard S. Hawes; commercial clubs, President William Hirth and Prof. Doane; Nebraska Agricultural Development Association, George K. Andrews; Interstate Agricultural and Industrial Congress, Prof. Doane; Council of American Grain Exchanges, Bert Ball, R. L. Moffit and Claude A. Morton.

Darius Miller, president of the Burlington Railroad, who was in St. Louis recently, said the wheat crop of Kansas would net the farmers of the State \$100,000,000, which would assure prosperity for the state and a heavy traffic for the railroads. Mr. Miller believes that the crop outlook will jeopardize any prospect of railroads in the Southwest obtaining a 5 per cent increase in freight rates. He is, however, very optimistic over the business outlook in that section.

Thomas Akin, well-known St. Louis grain man, left July 5 for his summer home in Connecticut. Akin is one of the oldest members of the Merchants' Exchange and in past years was the chief figure in several sensational grain deals. He expressed the opinion the day he left that wheat futures had struck bottom on the decline.

A committee has been appointed to arrange a dinner to be given to the representatives of that organization, who recently returned from a tour of South American countries. The representatives are preparing a report on trade conditions in South America, which should prove interesting to the grain trade, as considerable St. Louis business is now being transacted with South American countries. William Llewellyn Saunders, secretary and general manager of the Business Men's League, says: "The report we will make will interest exporters in all parts of the United States. We found the feeling throughout the South American countries mostly friendly, and the people greatly desirous of expanding their relations with the Yankees, both commercially and socially. In Peru and Chile, in the Argentine Republic, in Brazil and in Uru-

guay we found the business people urgently desiring American banks. They want competition from North America, with the English and German banks, which now dominate these countries.

[Special Correspondence.]

## DULUTH

BY S. J. SCHULTE.

One of the most important functions ever pulled off by the trade at this point, came in the visit here on June 30 and July 1 of over 650 grain growers and dealers from over the four Northwestern states, Minnesota, North and South Dakota and Montana. They came here on invitation of the Duluth Board of Trade, and were entertained during their two days' stay in a varied program, which included a visit to the trading floor, and state grain inspection department where the system of inspection was fully explained, a boat excursion up the St. Louis River, taking in the elevators on the Duluth and Superior sides of the bay and then up to the Minnesota Steel Company's plant. There the visitors were shown through the various departments of the \$20,000,000 industrial proposition that is expected to go into operation next spring.

At the informal dinner, held at the Masonic Temple on the evening of June 30, more than 650 persons sat down. Addresses on the system of marketing and the methods in vogue here were made in the course of the evening. In an interesting address on the growth of the export trade by Julius H. Barnes, stress was laid on the fact that 10 cents a bushel is saved to the farmer of the Northwest in the transportation facilities afforded on the Great Lakes. He expressed the belief that with the deepening of the Welland and the St. Lawrence systems of canals, likely to be brought about in the course of a few years, a lake to ocean route for grain will be opened up. He dwelt upon the great possibilities of the trade as evidenced in the increased production of cereals in the western country during the last few years. Only a small proportion of the agricultural area in the Northwestern states has as yet been brought under cultivation, he pointed out.

It is believed by members of the Board of Trade that the visit of grain growers to Duluth will accomplish much in correcting misapprehensions regarding marketing methods and the extent of the terminal facilities available. A large number of the visitors were officers of the various farmers' elevators companies over the country.

The feature in the local market at present is the congestion in the July option which during this week sold at five cents over the market at Minneapolis. This condition is due to the large tonnage sold for Eastern shipment this month, liberal milling inquiry and the accumulating of a substantial short interest.

In view of the nervousness brought about through rumors of rust in sections of South Dakota, operators have been endeavoring to get under cover during the last few days, and they are finding themselves up against a shortage of supplies. Though receipts are still liberal, they are falling far short of filling current demands, and with the statistical position of the market as it is, a further bulge in July is predicted before the end of the month.

Stocks of free wheat in Duluth elevators are estimated to be now merely nominal. The aggregate of all grades remaining in store is only about 900,000 bushels, and charterings for further tonnage, placed at 600,000 bushels, have been made to go out within the next few days. In the meantime with receipts running at around 65 cars daily and liberal offers coming to hand it is to be seen that the cash situation is exceptionally strong. The liberal Eastern and export call for Durum on this market is a subject of comment.

Elevator men at the Head of the Lakes have already started in to place their houses in shape to take care of the fall grain rush. Taking the figures of the last Government crop report as a basis, it is expected the volume of all grains handled here during the coming season will excel the 1912-13 record year. Reports being received by operators on the Duluth Board of Trade are generally to the effect that the harvest throughout the Northwest is likely to be early, and on that score it is hoped to gain a good start on dealers at Winnipeg in working export trade. Last year marketing up there started in much in advance of the usual period, and growers took advantage of it to the full in getting rid of their bumper crop abroad before the close of navigation. Duluth houses specializing in export business did not get a look in till late in the season. It is hoped conditions in that respect will be largely reversed this fall.

Considering the size of the last crop, a creditable showing in grain receipts was made at the Head of the Lakes during June, due largely to the strong cash demand and the liberal premiums paid during the greater part of the month. Wheat receipts aggregated 2,380,000 bushels against 2,416,000 bushels



a year ago. Shipments of all grains down the lakes for the month were 8,161,231 bushels, compared with 8,650,651 bushels during June, 1913.

Considerable vessel chartering for September grain shipment is already reported. The prevailing rate on wheat from Duluth for Buffalo delivery is 1 1/4 cents for the first two weeks of the month, and at 1 1/2 cents for the latter portion.

## [Special Correspondence] PHILADELPHIA

BY E. R. SIEWERS.

There were two noted events, within three days of the week, that transpired here. One caused widespread attention in civic, patriotic and national circles, the re-dedication of the restored Independence Hall at Sixth and Chestnut Streets, the headquarters of the Continental Congress, in the rotunda of which the old Liberty Bell is hung, with the Fourth of July observance, participated in by the President of the Republic, the Governors of the thirteen original states, and a host of prominent personages from the principal cities of the land, with its course of interesting object lessons and ceremonial exercises. The other, of great importance to the business world, and the general grain trade of the far West and Northwest, and nearby points as well, and of especial significance to the Port of Philadelphia, in the later developments, to make it one of the most productive grain terminals along the entire Atlantic Seaboard, the formal opening of the big, new modernly equipped Girard Point Grain Elevator, erected and completed, and to be controlled by the Pennsylvania Railroad Company.

It is located at the mouth of the Schuylkill River, where its waters flow into the Delaware River and has been described and illustrated in previous issues of the "American Grain Trade." Pile foundations, with structure of reinforced concrete and steel, makes it absolutely fireproof, so to speak. Its particular location makes it readily accessible to ocean steamships and other water craft, a very necessary facility to the growing export grain trade of Philadelphia and the port.

The full equipment of the elevator proper comprises 77 reinforced circular tanks, and 55 interstice tanks, having a combined capacity of 1,100,000 bushels of grain. On the scale floors are four 2,000-bushel and five 1,400-bushel Standard Hopper Scales, each having above it a garner of the same capacity.

The trackage room adjoining and contiguous to the monster grain elevator is quite sufficient to accommodate 400 of the largest freight cars, and the elevator has a receiving capacity of 240 cars per day of ten hours. The cars are placed in position by the most powerful car-pulling machinery and unloaded by means of the latest improved power shovels. Then there is a very complete system of machinery for cleaning and separating grain, with an hourly capacity of 20,000 bushels. Modernly devised facilities provide for reloading grain into cars.

The elevator stands 200 feet inland from the dock, and grain will be delivered to ships for export by the use of a conveyor gallery, containing four conveyor belts, each having a capacity of 15,000 bushels per hour, a total of 60,000 bushels, which can be delivered to either side of the pier, through dock spouts, into the hatches of vessels. Three ocean-going steamships can be loaded at the same time, the dock being 900 feet on one side and 450 feet in length on the other side.

All of the machinery is operated by electric power, individual motors being used, and the whole plant in its entirety is equipped with arc and incandescent light. The very latest approved modern devices for the most rapid handling of every kind of grain have been installed, making the building very complete and effective, it being claimed that the elevator is one of the largest, finest, modernly equipped as to all details, and the most rapid handling grain plant in the country.

Robert C. Wright, freight traffic manager, with E. P. Bates, his assistant, George D. Ogden, general freight agent, and Charles E. Kingston and J. L. Eysmans, his assistants, all connected with the General Freight Department of the Pennsylvania Railroad Company at the Broad Street office station, furnished the trade guests with a handsome two-paged descriptive circular containing illustrations of the elevator and its surroundings. There were no flaring of trumpets or elaborate program of ceremonies invoked to announce this important trade event, but much like the simple plan of Admiral Dewey, when he began action in Manila Bay, with the laconic order, "Gridley, you can commence firing," so word passed along the little throng gathered along the Delaware River: "The Girard Point Elevator is now ready for business."

Watson W. Walton, since his return from an extended trip to the Orient, has been bracing up his

health at Wernersville, among the Blue Mountains of Pennsylvania.

Wm. P. Brazer claims the honor of having received the first lot of No. 2 red wheat, which arrived by boat from Delaware, and it was readily disposed of at the rate of 92 cents per bushel after samples were examined on the grain floor.

It is already freely predicted here that there may be a temporary car famine when the bumper grain crop of the West starts on its way to the Eastern Seaboard, and the grain men say: "Let her go, Gallagher," we are ready for the rush when it materializes.

Wheat exports from this port during June show quite a gain over the same time last year, the monthly increase being 210,538 bushels.

It has been intimated by the knowing ones in the grain business that Boston will lose to Philadelphia a fair share of its coming usual grain trade. Now why? We will have to wait and see.

Superintendent Virden of the Bureau of Weights and Measures, after confiscating several wagon

loads of short weight scales, is stretching out the tentacles of his investigating department in the direction of twelve-pound flour bags. Various feeds and cereals in packages as well as hay in large, medium and small bales, are to be thoroughly looked after, to ascertain if they conceal any rocks of Gibraltar. Some of the dealers here are getting nervous already.

M. Teetzgen, the Manheim miller who was last heard from at Hamburg, across the main, keeps his friends on 'Change quite conversant with his movements abroad by periodical comic postal cards, which are occasionally posted on some of the bulletin boards.

George Seibert, the well known Germantown Avenue flour and feed man, who became the successor of Gustave Schuck after his death, in the firm of Schuck and Seibert, has taken out an individual membership certificate in the Commercial Exchange.

J. D. Wall & Co., in wholesale grain and mill feed, have opened an office in 592 Bourse, J. R. Gillespie being in the partnership, and they have just become members of the Commercial Exchange.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

### NOTHING TO DO TILL TOMORROW

Editor American Grain Trade:—Enclosed please find money for which send the "American Grain Trade" for one year. I am a grain dealer, grocer, cooper and postmaster at this little town, and am farming on the side. Yours truly, Cambria, Ind. ANDREW J. BEELER.

### "AMERICAN GRAIN TRADE" ABROAD

Editor American Grain Trade:—Kindly forward the "American Grain Trade" to me at 25 Vallinger's Road, King's Lynn, England, instead of to Vancouver, B. C., Canada, as I am leaving here the last of May for England. Yours truly, A. SUTCLIFFE.

### AN ELEVATOR CHANGES HANDS.

Editor American Grain Trade:—We have sold our Rockford Elevator to A. J. Hawk and Sons, of this place, who will conduct same. We will continue in the grain business at our other points, with our office, as heretofore, at Rockford. Yours very truly, Rockford, Ohio. BEHYMER BROS.

### SWITCHING CHARGES AT MILWAUKEE

Editor American Grain Trade:—The Cargill Grain Company, a newly incorporated Wisconsin company, subsidiary to the Cargill Elevator Company of Minneapolis, has opened offices in the First National Bank Building, Milwaukee, and will hereafter conduct the Wisconsin business of the Cargill Elevator Company from here. J. H. MacMillan is president of the new corporation, Edward J. Grimes is vice-president, and Austen S. Cargill is secretary. The members of this Chamber on June 18, adopted the standardized Federal corn grades, and these grades were put into effect on July 1.

Corn received to be applied on sales made on the basis of the old inspection rules is being graded according to those rules. The trade is gradually becoming accustomed to the change, and things are running smoothly.

The increased amount of time necessary to make the required tests, under the various special rules, will, undoubtedly, compel the employment of several additional men in the inspection department when the new crop begins to arrive.

The deaths of three members occurred during the month of June: R. W. Pierce, June 7; William P. Jochem, June 8, and A. J. Hilbert, June 9. Freight Bureau Manager George A. Schroeder says:

An attempt is being made by the Eastern roads to restrict the application of reshipping rates on grain and grain products, in carloads, from Milwaukee to all points east of Chicago to the two car-ferry lines across Lake Michigan, and only accept such business at Chicago as can be forwarded free on transit account to that point. New tariffs have been issued, effective August 1, 1914, cancelling the present application of through rates from Milwaukee via Chicago to the eastern destinations, but the manager of the Milwaukee Chamber of Commerce Freight Bureau has filed a strong protest with the Inter-

state Commerce Commission and there is every probability that the proposed tariffs will be suspended and an investigation and hearing ordered.

Several months ago the Railroad Commission of Wisconsin issued an order in relation to the switching charges on carload freight at Milwaukee between industries on the Chicago, Milwaukee and St. Paul Ry., and also such industries and team tracks or connecting lines. The railway company entered protests with the commission against certain portions of its order and in consequence the effective date of making the new charges applicable was postponed from time to time. It was claimed that the original investigation had reference only to the switching service from one industry to another industry and did not include the team track freight or deliveries to or from connecting roads.

The Commission, under date of July 2, 1914, issued a supplementary order which provides that the original order shall be made to include only the portion relating to switching between industries located on the C. M. & St. P. Ry.

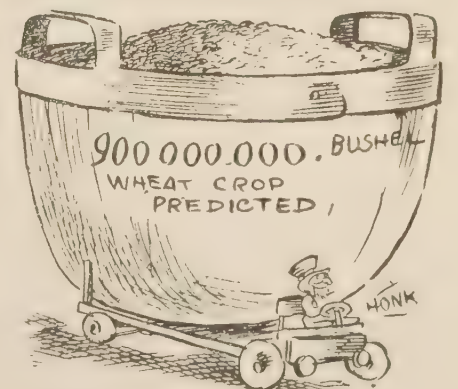
Freight Bureau Manager Schroeder says further: In accordance with this last order, the C. M. & St. P. Ry. will now issue a new tariff establishing a switching charge of one cent per hundred pounds on all carload freight between industries on that line at Milwaukee on and after July 15, 1914. The question of what is a proper and reasonable switching charge for carload freight loaded at an industry and shipped to a team track and also what charge shall be made from or to industries and connecting roads will be taken up at future hearings by the Railroad Commission of Wisconsin and special investigation on their part.

Yours very truly, H. A. PLUMB, Secretary. Milwaukee, Wis.

The low grain and ore rates from the head of the Lakes to Buffalo and Eastern ports has caused several firms to take their vessels out of the service, temporarily.

A small card sent out by the Kansas Department of Agriculture, shows how the state excels her foremost competitors in winter wheat, alfalfa and sorghums. It also shows the increases in crops since 1894 to exceed 130 per cent in every case.

Farms in the northern part of France, known as Piccardy and Upper Normandy, range in size from 3 to 12 acres. The principal crops there are wheat and its rivals, oats, rye and barley. The population averages 340 inhabitants per square mile.



From the Omaha Daily News.  
UNCLE SAM HAS A FINE LOAD





## IOWA

Peter Hatterscheid will build a \$6,000 elevator at Corwith, Iowa.

An elevator will be erected at Griswold, Iowa, by James Balcolm.

An elevator is under construction at Zion (mail to Spaulding), Iowa.

A. Schmidt & Son are building a 25,000-bushel elevator at Lytton, Iowa.

A 15,000-bushel elevator will be erected at Ollie, Iowa, for the Ollie Grain Company.

Moreland & Shuttleworth completed their elevator at Granite, Iowa, last month.

A 30,000-bushel elevator will be erected at Storm Lake, Iowa, by farmers in that vicinity.

O. A. Talbott & Co., of Keokuk, Iowa, are building a new elevator at Grand River, Iowa.

A new elevator is in process of construction at Whiting, Iowa, for E. M. Cassady & Co.

The St. John Grain Company has built an addition to its elevator at Rock Rapids, Iowa.

D. H. Bailey has awarded a contract for the construction of an elevator at Loveland, Iowa.

The Farmers' Co-operative Association, of Ireton, Iowa, has declared a dividend of eight per cent.

The Atlas Elevator Company has installed an automatic scale in its elevator at Perkins, Iowa.

The Slagle Elevator at Carnes, Iowa, has been taken over by the Farmers' Co-operative Company.

The house of the Granger Elevator Company at Granger, Iowa, has been purchased by Wm. Gleason.

C. C. Buck, of Iowa Falls, Iowa, has purchased the elevator of the D. Milligan Company at Dana, Iowa.

The Farmers' Elevator Company, of Fernald, Iowa, recently awarded a contract for the repairing of its elevator.

The Farmers' Elevator Company, of Fredericksburg, Iowa, has remodeled its elevator and installed new machinery.

The Kunz Elevator Company, of Mitchell, Iowa, has repaired the foundation of its warehouse which recently gave way.

The Farmers' Elevator Company, of Brandon, Iowa, has awarded a contract for the erection of a 20,000-bushel elevator.

A. Schmidt & Son, of Lytton, Iowa, are building a new elevator at Sac City, Iowa. It will have a capacity of 25,000 bushels.

Greig & Zeeman have sold their elevator at Swea City, Iowa, to Andrew Peterson, of Algona, Iowa, who took possession on July 10.

The Farmers' Elevator Company has practically completed its new elevator at Archer, Iowa. It will have a capacity of 35,000 bushels.

The Hunting Elevator Company, of Minneapolis, Minn., will rebuild the elevator at Sanborn, Iowa, wrecked by a cyclone on June 6.

It is reported that W. B. Wormley and Phil Kirchner will build a new elevator at Griswold, Iowa, to be operated by electricity.

The directors of the Farmers' Elevator Company at Craig, Iowa, recently held their annual meeting and declared a dividend of eight per cent.

The Western Elevator Company, of Winona, Minn., has sold its elevator property at Galbraith, Iowa, to the Kunz Grain Company, of Wesley, Iowa.

The Farmers' Elevator Company, of Kellogg, Iowa, recently held its annual meeting and elected A. B. Craven president, while C. T. Powers was elected director to succeed F. W. Bunker.

It is reported that M. McFarlin will build a terminal elevator at Des Moines, Iowa, and re-enter the grain business. Mr. McFarlin was formerly president of the Des Moines Elevator Company.

The Farmers' Elevator Company is building a 50,000-bushel concrete elevator at Holstein, Iowa, the contract having been awarded to the Burrell Engineering & Construction Company, of Chicago.

The Burrell Engineering & Construction Company, Chicago, is doing repair work on the following grain elevators in Iowa, putting them in first-class shape for the new crop: The Farmers' Elevator at Northwood; the Rockwell City Elevator at Rockwell; the house of the Des Moines Elevator

Company at Des Moines; the Farmers' Grain Company's house at McCallsburg and the elevator of the E. Rothschild Company at Brayton.

The elevator at Hartley, Iowa, formerly owned by the Scott Logan Milling Company, of Sheldon, Iowa, has been purchased by Chas. H. Betts, who has operated the house for several years.

The following officers have been elected by the stockholders of the Rockwell City Elevator Company, of Rockwell City, Iowa: J. F. Fouts, president; A. W. Eshbaugh, secretary, and J. F. Hutchinson, treasurer.

The Farmers' Elevator Company recently organized at Denison, Iowa, will build an elevator on a site adjoining the Chicago & Northwestern Railroad. The company has elected the following officers: J. P. Woodruff, president; H. J. Cook, secretary, and Jacob Weiss, treasurer.

The Farmers' Elevator Company, of Panora, Iowa, has completed the construction of its new 20,000-bushel elevator. An office building, 14x16 feet in size, adjoins the house, and a corn crib is a feature of the new plant. An electric motor is used for operating purposes and the buildings are electric lighted. The elevator is equipped to handle 1,800 bushels hourly.

## OHIO, INDIANA AND MICHIGAN

The Fairmount Grain Company, of Fairmount, Ind., has been dissolved.

A 15,000-bushel elevator will be erected at Albany, Ind., by Beach & Simmers.

An elevator may be erected at Peck, Mich., by J. E. King, of Mendota, Ill.

The Adrian Grain Company recently completed its new elevator at Adrian, Mich.

Charles Mercer has purchased an elevator at New Carlisle, Ohio, from J. B. Peffley.

Collingwood Brothers have purchased the elevator of Kinder & Co. at Willow Branch, Ind.

F. E. Haller has remodeled a warehouse at Montpelier, Ind., to be used as a grain elevator.

The elevator of the Gale Brothers Company at Cincinnati, Ohio, has been closed for repairs.

Farmers have been making an effort to organize a co-operative elevator company at Cairo, Mich.

The Trent Milling Company, of Cincinnati, Ohio, has discontinued the grain feature of its business.

A new boiler has been installed in the house of the Oaklandon Grain Company at Oaklandon, Ind.

A. H. Richards & Sons are remodeling their elevator at Glenkarn, Ohio, having raised the cupola and added new machinery.

The Union Grain & Hay Company, of Cincinnati, Ohio, will build a new elevator to give additional facilities in caring for its grain business.

J. A. Horn, elevator contractor, of Indianapolis, Ind., has prepared plans for the building of an elevator at Savannah, Ohio, for a Mr. Brown.

Five new concrete grain tanks having a capacity of 17,000 bushels are being erected in connection with the mills of Iglehart Brothers at Evansville, Ind.

Harmen & Benedict have traded their elevator at Kentland, Ind., for the elevator of W. F. Starz & Co. at Chase, Ind. Frank Starz will manage the Kentland house.

Frank Wright is building a 20,000-bushel elevator at Brookville, Ind., and the contract was awarded to the Burrell Engineering & Construction Company of Chicago.

The I. T. Fangboner Company is building a new elevator at Havana, Ohio. The contract was awarded to the Burrell Engineering & Construction Company, Chicago.

The grain office of E. O. Lloyd at LaFayette, Ind., has been purchased by the Lamson Brothers Company, of Chicago, and James T. Hamil will be in charge of the branch.

The Sheets Brothers Elevator Company, of Cleveland, Ohio, is building a two-story grain elevator. The structure will be 70x40 feet on the ground and of frame construction.

A complete outfit of machinery is being furnished by the B. S. Constant Manufacturing Company for the new Farmers' Elevator at Francisville, Ind., including a No. 23 U. S. Grain Cleaner, a No. 16

Improved Fan Discharge Corn Sheller, a 60-foot Safety Ball Bearing Manlift, Safety Self-Locking Dumps, B. S. C. Chain Drags and transmission machinery.

The Holmes Grain Company, of Marlette, Mich., has torn down the Wilson Elevator, which will be removed to Snover, Mich., to care for the company's business at that place.

John Bramlage is building an elevator in connection with his mill at Fort Loramie, Ohio. It will have a capacity of 16,000 bushels of small grain and 4,000 bushels of corn.

W. W. Morris has installed electrical power to replace the former steam equipment in his elevator at Donaldsville, Ohio, the current being supplied by the Ohio Electric Railway Company.

The Sidney Grain Company has been incorporated at Sidney, Ohio, with a capital stock of \$30,000. The incorporators are Elmer Sheets, H. E. Sheets, J. C. Wagoner, W. B. Jackson and Nellie Jackson.

The Shirley Grain Company has completed its new elevator at Shirley, Ind., and the merchants and citizens of the place celebrated its completion on June 27. H. C. Clark is manager of the company.

The E. W. Shelly Grain Company has been incorporated at Sherwood, Ohio, with a capital stock of \$12,000. The incorporators are W. T. Palmer, E. F. Shelly, T. F. Shelly, M. S. Whitney and L. D. Cornell.

Geo. Stembel is building a new 30,000-bushel grain elevator at Wheatfield, Ind. The order for the entire equipment of machinery was placed with the B. S. Constant Manufacturing Company, of Bloomington, Ill.

Behymer Brothers, dealers in grain, seeds, coal and hay at Rockford, Ohio, have sold their Rockford elevator to A. J. Hawk & Son, but will continue their grain business at other points, with their office, as heretofore, at Rockford.

J. D. McLaren & Co., of Plymouth, Mich., have purchased the site at New Hudson, Mich., formerly occupied by the Beech Elevator which was destroyed by fire, and will build a new house at once. The company operates a string of bean elevators.

The Thurman Equity Exchange has been incorporated at Thurman (R. F. D. from New Haven), Ind., with a capital stock of \$10,000. The incorporators are M. Costello, of Fort Wayne, and S. C. Ritcher and H. J. Baatz. The company will deal in grain and produce.

The Sandusky Farmers' Elevator Company, of Sandusky (R. F. D. from Greensburg), Ind., has been incorporated with a capital stock of \$10,000. The directors are Elmer Seffen, W. J. Kincaid and J. C. Meek. The company will take over the elevators of Williams & Clemons at Williamstown and Sandusky.

The West Park Lumber & Grain Company, of West Park, Ohio, is building an elevator, 30x40 feet on the ground and 50 feet high and a one-story frame warehouse, 40x96 feet in size. The machinery, including a grinder, oats crusher, corn sheller and other equipment, will be driven by electricity.

John DeWine, of Yellow Springs, Ohio, has purchased a tract of four acres in Columbus, Ohio, at the junction of the Pennsylvania and Big Four Railroads upon which he proposes to erect a \$50,000 elevator. Mr. DeWine has been manufacturing poultry feed and by-products at Yellow Springs for several years.

The Carroll Elevator Company, of Carroll, Ohio, has been organized to engage in the grain business and has purchased the site formerly occupied by the mill and elevator of J. P. Gundy recently destroyed by fire. The new grain company is composed of E. L. Troup, B. S. Hempy and F. D. Phipps, of Pleasantville, Ohio. Mr. Phipps will have charge of the elevator at Carroll.

The H. A. Kinney Grain Company, of Indianapolis, Ind., will build an elevator at Beech Grove, Ind., having a capacity of 100,000 bushels. The house will cost approximately \$35,000 and will handle this year's shipments of corn. The plant will be equipped with drying apparatus with which to prepare corn for shipment to the eastern markets and to the coast for export to Europe. The elevator will be used exclusively for handling grain



in transit and in storage and will have a handling capacity of 50 cars daily. The building will be of iron construction, and the company expects later to add a number of concrete storage tanks. The house will be located adjoining the Big Four tracks.

The Swanders Grain Company has been incorporated at Swanders, Ohio, with a capital stock of \$15,000, to deal in grain, hay and feed. The incorporators are J. E. Wells, W. H. Persinger, E. D. Fristoe, Nellie B. Fristoe and J. D. Barnes.

S. W. Sissna & Son, who operate an elevator at Washington C. H., Ohio, have been notified by the Baltimore & Ohio Railroad Company to remove their house from the company's land which is occupied under lease. The railroad company desires to use the land for the improvement of its switching facilities. It is stated that the grain firm will seek permission in the courts to remain on the property.

## ILLINOIS

T. M. Harris is building an elevator at Skelton (R. F. D. from Beason), Ill.

An elevator has been built at Buda, Ill., by the Farmers' Elevator Company.

The Smith-Hippen Elevator Company will build an office building at Pekin, Ill.

The Farmers' Elevator Company has completed its new elevator at Neponset, Ill.

The Advance Mill & Elevator Company has repaired its elevator at Berdan, Ill.

The elevator at Kirkwood, Ill., has been sold to Fletcher Smith, of Monmouth, Ill.

The elevator at Clinton, Ill., recently destroyed by fire, will be rebuilt by W. T. Lane.

The Farmers' Grain & Elevator Company has completed an elevator at Green Valley, Ill.

The Forest City Grain Company, of Forest City, Ill., has overhauled and improved its elevator.

New scales and a gas engine will be installed in the elevator of Huey Brothers at Plymouth, Ill.

The Baldwin Elevator at Sadorus, Ill., has been purchased by C. C. Chambers and W. H. Foote.

George Ritscher & Son have sold their elevator at Owanecko, Ill., to John and Charles Honefenger.

The Farmers' Elevator Company, of Kewanee, Ill., is trying to establish another elevator at that place.

The Baldwin Grain Company has increased the capacity of its elevator at Ivesdale, Ill., to 40,000 bushels.

The grain business of Hamman & Murray at Roberts, Ill., has been purchased by Hamman Brothers.

Farmers in the neighborhood of Gifford, Ill., are said to be interested in the organization of an elevator company.

The grain business and lumber yard of M. L. Hartlein at Shirland, Ill., have been taken over by Stewart Watson.

A grain warehouse is being constructed in connection with the Empire Mill at Mermet (R. F. D. from Foreman), Ill.

The Brimfield Elevator Company, of Brimfield, Ill., has secured the elevator and feed mill of R. B. Catton at that place.

The elevator at Crescent City, Ill., formerly owned and operated by Risser & Dale, has been taken over by Peter McDermott.

It is stated that the St. Louis Grain Club will finance the building of an elevator at East St. Louis, Ill., to cost approximately \$300,000.

The C. H. Albers Commission Company, of St. Louis, Mo., will build a 1,000,000-bushel elevator at Venice, Ill., across the river from St. Louis.

The Stanford Grain Company, of Stanford, Ill., is now using for an office the building formerly occupied by the Kearby-Holmes Grain Company.

The H. McManus Grain Company, of Kinsman, Ill., has been incorporated with a capital stock of \$12,000. The incorporators are C. C. Davis, A. H. Barlow and E. H. Young.

Farmers near Penfield, Ill., are preparing to build an elevator on the farm of Fred Collison, five miles south of Penfield, on a spur of the Chicago & Eastern Illinois Railroad.

Peter E. Johnson, of Rankin, Ill., has purchased Jas. Pickard's half-interest in an elevator at East Lynn, Ill., and the firm now operating the house is known as Thome & Johnson.

The Farmers' Company has been incorporated at Kane, Ill., with a capital stock of \$10,000, to buy and sell grain, lumber, coal, wood, etc. The incorporators are W. A. Carroll, Sam Wehrly, Jr., and Samuel Wehrly.

The Fletcher Grain Company has been incorporated at Fletcher, Ill., with a capital stock of \$7,000. The incorporators are Frank Gahagan, Harve E. Heller, Richard Barker and Mike Kerber. The new company will take over the Hawthorn Grain Company's elevator which has been idle

since the failure of the Hawthorn Company some time ago.

L. T. Hutchins, of Sheldon, Ill., has sold his elevator at Iroquois, Ill., to A. E. Dale, formerly of Crescent City, Ill., who has removed to Iroquois to take possession of the house.

The Cabery Farmers' Grain Company, of Cabery, Ill., has been incorporated with a capital stock of \$8,000. The incorporators are Peter Kresch, Charles E. Gifford and Herman Christ.

Henry Lesch & Co., of Washburn, Ill., have placed a contract for a complete equipment of machinery with the B. S. Constant Manufacturing Company for their new elevator at Evans Station, Ill.

The Media Grain Company has been incorporated at Media, Ill., with a capital stock of \$2,400. The incorporators are W. W. Day, C. C. Davis and A. H. Barlow. C. C. Davis, of the Davis Grain Company, Galesburg, Ill., is the company's correspondent.

The Horner-Outlaw Grain & Coal Company of Saybrook, Ill., is making a number of improvements in its elevator including the installation of a No. 16 U. S. Grain Cleaner ordered from the B. S. Constant Manufacturing Company of Bloomington, Ill.

The Shontz Grain Company has been incorporated at Smithshire, Ill., with a capital stock of \$8,000. The incorporators are C. C. Davis, E. H. Young and A. H. Barlow. C. C. Davis, of the Davis Grain Company, Galesburg, Ill., is the company's correspondent.

The La Rose Elevator Company, of La Rose, Ill., has been incorporated to deal in grain, livestock, implements, coal, wood, etc. The incorporators are C. C. Davis, E. H. Young and A. H. Barlow. The company's correspondent is C. C. Davis of the Davis Grain Company, Galesburg, Ill.

Victor Dewein, of Warrensburg, Ill., has formed a partnership with C. H. Faith by merging the business of the C. H. Faith Elevator at Heman, Ill., with that of the former's new plant at the latter place, and the same will be conducted under the name of the Heman Elevator Company, not incorporated, with Mr. Dewein as manager. Mr. Dewein's business at Warrensburg, Ill., will be continued under his own name and he will maintain his headquarters there.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, announces the following changes in the ownership of Illinois elevators: U. B. Memmen & Co. succeed U. B. Memmen at Minonk; the Honefenger Grain Company succeeds Geo. Ritscher & Son at Owanecko; the Bader Brothers Elevator Company succeeds Bader & Co. at Arlington; Huey Brothers succeed the De Witt Grain Company at Plymouth; Wm. Dale & Son succeed L. T. Hutchins at Iroquois; G. G. Bartscht succeeds the Ridge Grain & Elevator Company at Westervelt; DeLong & Willson succeed P. K. Willson at Clinton; Hamman Brothers succeed Hamman & Murray at Roberts; the Heman Elevator Company succeeds Victor Dewein at Heman (mail Warrensburg); the J. G. Welton Grain Company succeeds G. W. Bishop & Co. at Palestine; Peter McDermott succeeds Risser & Dale at Crescent City; Geo. Dusenbery succeeds N. B. Claudon & Son at Fairbury; E. E. Sapp succeeds Jas. Statler at Good Hope, and F. A. Bruns succeeds Bruns & Stahl at Ballou (Wilmington P. O.), Ill.

## EASTERN

Wm. Dailey & Son have enlarged their elevator at Brockport, N. Y., and installed new machinery.

A 500,000-bushel elevator will be constructed at Oswego, N. Y., for the Park-Pollard Company to handle lake grain.

J. D. Walls & Co. have engaged in the grain and flour business at Philadelphia, Pa., with offices in the Bourse Building.

The E. C. Howlett Company, Boston, Mass., of which E. C. Howlett is president, has been formed for the sale of grain, hay and millfeed.

The building of the Knickerbocker Milling Company at Rochester, N. Y., has been taken over by Arthur E. Pratt, who will remodel it to use for his grain and flour business.

The directors of the Bantel Grain & Feed Company at Rochester, N. Y., organized four years ago by Chas. H. Bantel and Geo. R. Miller, recently voted to dissolve the organization.

The Hughes & Wilkinson Company has been incorporated at Rome, N. Y., with a capital stock of \$80,000, to deal in grain and cereals. The directors are Chas. S. Hughes, Dekis A. Lawton, G. A. Mickle and Ina M. Link.

The new 1,100,000-bushel elevator of the Pennsylvania Railroad, built at Girard Point, Philadelphia, at a cost of \$1,200,000, was officially placed in operation on July 1. The house is of concrete and steel construction and has an unloading capacity of 240 cars per day of 10 hours and sufficient trackage for 400 cars, while the capacity is further increased by a six-track concrete shed, permitting the unloading of 12 cars at once. The house is equipped with a

3,000-bushel drier and grain cleaning machinery with a capacity of 20,000 bushels hourly.

H. J. Murdock and E. H. Rugg have severed their connections with the D. W. Ranlet Company, wholesale grain dealers of Boston, Mass., to engage in business under the firm name of Rugg & Murdock, with offices in the Chamber of Commerce Building.

The Electric Grain Elevator Company, of Buffalo, N. Y., has secured a track of land on the Buffalo River, to be used for the improvements of the company's shipping and elevating facilities. The firm now has a water frontage of over 700 feet.

## MINNESOTA AND WISCONSIN

A farmers' elevator company is being organized at Triumph, Minn.

The Spracher Grain Company has completed a new elevator at Ben Clare, near Hills, Minn.

W. L. Waldren has purchased the Hubbard & Palmer Elevator at Winnebago City, Minn.

Two new elevators have been built by the Cumberland Milling Company, of Cumberland, Wis.

Gustav Hendrickson, of Virginia, Minn., will engage in the grain and hay business at Eveleth, Minn.

The Farmers' Elevator Company, of Campbell, Minn., has installed an electric motor in its house.

Niebuhr & Son, of Eau Claire, Wis., are planning to erect a reinforced concrete elevator of 15,000 bushels' capacity.

The North Redwood Farmers' Elevator Company, of North Redwood, Minn., recently incorporated, may build an elevator.

C. Steinkopf has sold his elevator at Stewart, Minn., to J. W. Neilsen, of Buffalo Lake, Minn., who took possession on July 1.

The stockholders of the Farmers' Co-operative Elevator Company, Pipestone, Minn., have decided to build a \$6,000 elevator.

The Frank B. Hoag Grain Company has taken over the interests of the Ward-Knowlton Grain Company at Waukesha, Wis.

The stockholders of the Farmers' Elevator Association, Henning, Minn., held their annual meeting last month, when all the officers were re-elected.

A contract has been awarded by the Farmers' Elevator Company, of Wirock, Minn., for the erection of a 25,000-bushel elevator, the cost to be \$25,000.

A dividend of 40 per cent was declared by the stockholders of the Farmers' Independent Elevator Company, Ivanhoe, Minn., at their recent annual meeting.

A 30,000-bushel elevator is in progress of construction at Minneapolis, Minn., for the Minneapolis Feed Company, of which O. E. Davidson is manager.

It is reported that Niebuhr & Son are planning to build an elevator at Fall Creek, Wis., to have a capacity of 15,000 bushels. The house will be of concrete construction and will be operated by a gasoline engine.

The Sheffield Elevator Company, of Minneapolis, Minn., has announced that it will build six reinforced concrete tanks at a cost of \$27,500. The new addition will have a capacity of 300,000 bushels, making the firm's total capacity 1,000,000 bushels.

Farmers in the neighborhood of Cottonwood, Minn., have taken steps toward the organization of an elevator company, and Ed Frank, Fred McLennan and John Pederson have been appointed a committee to investigate plans for organization.

Charles H. Quackenbusch, who has been manager of the Cargill Grain Company's interests at Green Bay, Wis., for several years, has leased Emil Hauerbrook's elevator and will conduct the business under the name of the Green Bay Elevator Company.

Last month the Farmers' Co-operative Elevator Company, of Sanborn, Minn., held a meeting and elected the following directors: Jno. Radtke, Geo. Schwandt, John Weber, Dan Wog, A. H. Dorn and John Whelan. A dividend of six per cent was declared.

The Rushmore Grain Company has been incorporated at Rushmore, Minn., with a capital stock of \$25,000, by A. G. Thom, F. L. Humiston and S. E. St. John. The company has purchased the Pacific Elevator at Rushmore and will build a new office, flour house and corn crib. A. G. Thom will have charge of the business.

The Great Northern Railway Company has taken out building permits for improvements at Superior, Wis., costing \$12,500. One of the permits is for the replacement of the roof on Elevator "X," which was blown off in a recent cyclonic storm. Contract for the work has been awarded and it will cost approximately \$6,500.

The annual meeting of the stockholders of the Farmers' Elevator Company, of Campbell, Minn., was held last month, when it was decided to build a 20,000-bushel annex to the company's elevator. A dividend of 25 per cent was declared and the following officers elected: President, Chas. Gran;



vice-president, Orlo Giddings; secretary, J. W. Noffsinger, and treasurer, C. J. Schendel.

The office which the Cargill Grain Company, of Minneapolis, Minn., has maintained at Green Bay, Wis., for a number of years will be transferred to Milwaukee, Wis.

A permit for the reconstruction of the Belt Line Elevator "M" at Superior, Wis., which was destroyed by fire on April 27, has been issued to the Superior Terminal Elevator Company, the cost of the house to be \$145,000. It will have a capacity of 400,000 bushels and the contract has been awarded to the Barnett & Record Company, of Duluth, Minn.

At the annual meeting of the Owatonna Farmers' Elevator Company held at Owatonna, Minn., on July 1, a dividend of 10 per cent was declared and the following officers elected: C. P. Sahler, president; John Hartle, secretary; Geo. Parrott, treasurer, and B. J. Schafer, F. W. Adams, G. M. Flinn, E. T. Winship, G. W. Kinyon and A. P. Bartsch, directors.

The Mabel Elevator Company has been incorporated at Mabel, Minn., with a capital stock of \$30,000. The first board of directors has been elected as follows: P. C. Johnson, president; E. C. Erickson, vice-president; D. W. Bacon, secretary; and M. C. Christopherson, treasurer. The other directors are P. J. Thompson, D. A. Haines and O. G. Haugen.

## THE DAKOTAS

Farmers have completed a new elevator at Hecla, S. D.

A. J. Moritz has purchased an elevator at Ipswich, S. D.

Hans Larson is building a 15,000-bushel elevator at Kenmare, N. D.

An addition will be constructed to the elevator at Brookings, S. D.

Farmers in the vicinity of Zap, near Hazen, N. D., are building an \$8,000 elevator.

The Star Elevator Company, of Jamestown, N. D., is planning to build several elevators.

The Farmers' Elevator Company, of Groton, S. D., recently declared a dividend of 10 per cent.

The Farmers' Elevator Company, of Edinburg, N. D., has completed its new 45,000-bushel house.

John Peterka, who recently bought the Farmers' Elevator at Voss, N. D., is now operating the house.

E. J. McDermont, of Williston, N. D., has taken over the Lytle Elevator in which a flour mill has been installed.

The Empire Elevator at Newark, S. D., has been dismantled and a new 30,000-bushel house will be erected on the site.

The Occident Elevator Company has dismantled its elevator at Washburn, N. D., and reconstructed it at Minden, N. D.

A 10 per cent dividend was recently declared at the annual meeting of the Farmers' Elevator Company at Colfax, N. D.

The capacity of the Leal Farmers' Elevator at Leal, N. D., has been increased by the building of additional storage room.

The Farmers' Quity Union has been incorporated at Rhame, N. D., with a capital stock of \$12,000 by John Hanson and others.

Chas. Vandewater, of Sentinel Butte, N. D., has purchased the elevator of the Independent Grain Company at Howard, S. D.

It is reported that the Farmers' Educational & Co-operative Union contemplates building or buying an elevator at Fargo, N. D.

The Cargill Elevator Company has purchased the North Elevator at Colfax, N. D., and Carl Lawdahl will be placed in charge of the house.

A contract has been awarded for the erection of an elevator and machinery warehouse at Bismarck, N. D., by the Mutual Farmers' Company.

Arrangements are being made to erect a 25,000-bushel elevator at Chancellor, S. D., to replace one of the elevators recently destroyed by fire.

The Farmers' Equity Elevator Company, of Sheldon, N. D., is building a machinery warehouse, 32x24 feet on the ground, and two stories high with a basement.

The Farmers' Elevator Company, of Page, N. D., is building an addition to its elevator, 14x18x40 feet in size. The company has declared a dividend of 25 per cent.

Incorporation papers have been filed by the Kanning Grain Company, of Karlsruhe, N. D., capitalized at \$15,000. The incorporators are F. Kanning, of Karlsruhe, and Herman O. Foss and H. A. Foss, of Minot, N. D.

The directors of the Farmers' Elevator Company at Arnegard, N. D., have awarded a contract for the building of a 30,000-bushel elevator. The house will be of frame construction covered with metal siding, and will be equipped with a 20-horsepower engine, a roller feed mill, a grain cleaner, two ele-

vators and bins having self-cleaning hopper bottoms.

A farmers' elevator company was recently incorporated at Dunn Center, N. D., with a capital stock of \$10,000, by W. A. McClure, J. G. Quinlivan and Julius Hollist.

The Farmers' Union Elevator Company, of Hazelton, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are Frank Goughnour, C. A. Ward and Ed Canfield.

The Raleigh Co-operative Equity Exchange has been organized at Raleigh, N. D., with a capital stock of \$10,000. The incorporators are E. N. Bosworth, H. L. Benson and Harry N. Fisher.

A meeting was held at Monango, N. D., on July 2, at which the national president of the Equity Association addressed the farmers on the advisability of building a co-operative elevator at that place.

The Harlow Farmers' Elevator Company has been incorporated at Harlow (R. F. D. from Baker), N. D., with a capital stock of \$10,000. The incorporators are Andrew Pearson and Herman Hermanson.

The Kloten Grain Company has been incorporated at Kloten, N. D., with a capital stock of \$25,000. The incorporators are N. Michon, and Hans Erickson, of Kloten; J. L. Issacson, A. N. Settvig and A. G. Wells, of Aneta.

The recently organized Farmers' Elevator Company at Gwinner, N. D., has cancelled its contract for a new elevator and made a deal for the purchase of the Andrews' Elevator at that place, possession to be taken this month.

The Farmers' Elevator Company has been incorporated at Butler, S. D., with a capital stock of \$25,000. The incorporators are Andrew Groude, of Webster, S. D.; Albert Luckow, L. J. Espeland, Anton Hassinger and Chas. H. Ash.

The Wing Farmers' Co-operative Association, of Wing, N. D., has been incorporated with a capital stock of \$15,000. The incorporators are G. A. Bardsley, G. A. Stratton, J. A. Davies, E. E. Josephson, Wm. McCloskey, J. J. Scallon and H. Ulfers.

Incorporation papers have been filed by the Farmers' Elevator Company, of Roseholt (R. F. D. from Crawford), S. D. The incorporators are Kulthus Nelson, M. W. Swenson, J. M. Anderson and John S. Swanson, and the capital stock is \$20,000.

The Knox Farmers' Elevator Company has been incorporated at Knox, N. D., with a capital stock of \$16,000. The incorporators are James Kane, J. S. Webster, J. H. Fish, J. H. Green and A. H. Newman, of Knox; J. C. Allen, York; L. C. Bullock, Pleasant Lake; E. L. Kingsley and B. J. Steen, Knox.

## WESTERN

A new elevator is under course of construction at Harrison, Mont.

An elevator will be erected at Sumatra, Mont., by the Musselshell Valley Grain Company.

H. Earl Clark, of Havre, Mont., will build a 20,000-bushel elevator at Big Sandy, Mont.

The Minneapolis Elevator Company is building an elevator at Amsterdam (mail Manhattan), Mont.

Warren & Sutherland will build at 50-barrel flour mill in connection with their elevator at Sterling, Colo.

The house of the Valley Grain & Warehouse Company at Porterville, Cal., has been taken over by farmers.

The Capitol Milling Company, of Los Angeles, Cal., is building concrete grain elevators at an expenditure of \$14,600.

An addition has been built to the elevator at Columbus, Mont., giving additional storage capacity for 10,000 bushels.

It is reported that the Farmers' Co-operative Elevator Company, of Wibaux, Mont., has declared a dividend of 14 per cent.

The Inland Grain Company has been incorporated at Ogden, Utah, with a capital stock of \$25,000 by John L. Taylor and others.

A. C. Anderson, of Minneapolis, Minn., will build an elevator at Denton, Mont., also a second house at some point in the Judith Basin.

The Farmers' Elevator Company, of Windham, Mont., has awarded a contract for the erection of an elevator of 30,000 bushels' capacity.

A dividend of 25 per cent was recently declared by the stockholders of the Farmers' Educational & Co-operative Union at Pomeroy, Wash.

The Fisher Milling Company has sold its plant at Marcellus, Wash., to the Farmers' Elevator Company, which will operate the establishment.

The State Elevator Company, of Cascade, Mont., has secured a site for the erection of a 20,000 to 25,000-bushel elevator at Fort Benton, Mont.

The Farmers' Trading & Elevator Company has been incorporated at Huntley, Mont., with a capital stock of \$10,000. The board of directors consists of the following: S. C. Toller, president; A. W.

Jones, vice-president; B. B. Clark, secretary, and Ed. Brown and W. H. Kechley. The company has taken over the elevator at Huntley.

The Fort Benton Mill & Elevator Company has been incorporated at Fort Benton, Mont., with a capital stock of \$25,000, by L. D. Sharp and others.

Articles of incorporation have been filed by the Farmers' Grain Company, of Hedgesville, Mont., capitalized at \$20,000. The incorporators are L. Weber and others.

The following officers have been elected by the Grain Growers' Warehouse Company, of Wilbur, Wash.: Henry Krause, president, and R. P. Short, secretary and treasurer.

The new elevator of the Broadview Farmers' Elevator Company, Broadview, Mont., is to be completed about August 1. It will be modern in every detail and will have a capacity of 45,000 bushels.

The Burrell Engineering & Construction Company, Chicago, has commenced work on a standard country elevator for the Farmers' Elevator Company at Belmont, Mont., to have a capacity of 30,000 bushels.

The State Elevator Company, recently organized with headquarters at Cascade, Mont., plans to build several elevators in Montana this summer along the lines of the Great Northern and the Chicago, Milwaukee & Puget Sound Railroads.

The Farmers' Elevator Company, of Barber, Mont., has been incorporated with a capital stock of \$20,000, by H. J. Baker and others. The company recently awarded a contract for the building of a 30,000-bushel house to the Burrell Engineering & Construction Company, of Chicago.

The Farmers' Roachdale Company has completed its new warehouse at Orofino, Idaho, having a capacity of 25,000 bushels of grain, while the Orofino Grain Company has reconstructed and enlarged its warehouse. The latter building is now 60x160 feet in size and has a capacity of 50,000 bushels of grain.

The first annual meeting of the Farmers' Elevator Company, Bainville, Mont., was held recently, when a dividend of 12 per cent was declared and officers for the ensuing year were elected as follows: Percy Martin, president; Chas. Johnson, vice-president; W. F. Rhea, secretary-treasurer, and Jas. Peterson and C. J. Meinhardt, directors.

The Roundup Elevator Company, of Roundup, Mont., has awarded a contract for the erection of a new elevator on the site of its former house which has been torn down. The new house will have a capacity of 35,000 bushels and will be equipped with the most modern elevator machinery. Both gasoline and electric power equipment will be installed in the elevator. The company's former elevator was built but two years ago but its capacity proved inadequate.

## SOUTHERN AND SOUTHWESTERN

Donohoo & Robey are building an elevator at Davidson, Okla.

Craig & Co. have engaged in the grain business at Ringwood, Okla.

The Tillman Grain Company will erect an elevator at Hollis, Okla.

J. M. Higgins has prepared to buy grain at Lone Wolf, Okla., this season.

The Southwestern Grain Company has opened offices at Frederick, Okla.

The Jim Singleton Grain Company has been organized at Lufkin, Texas.

It is reported that Maney Brothers will build an elevator at Strong City, Okla.

Wm. Truitt, of Enid, Okla., has opened the Alexander Elevator at Roosevelt, Okla.

A company, capitalized at \$8,000, will build a flour mill and elevator at Frankfort, Ky.

A 20,000-bushel elevator is in process of construction at Tyrone, Okla., for A. J. Hughes.

A contract has been awarded for the erection of a 25,000-bushel elevator at Optima, Okla.

The Whaley Mill & Elevator Company has completed two large storage bins at Gainesville, Texas.

An elevator is under course of construction at Loveland, Okla., for the Frederick Grain Company.

The Kingfisher Elevator Company has completed the work of repairing its elevator at Hennessey, Okla.

An elevator has been opened at Walter, Okla., by the Chickasha Milling Company with G. C. Crisp in charge.

The Deer Creek Elevator Company will repair its elevator at Newkirk, Okla., and increase its capacity.

The business of the Black-McCullers Grain Company at Vidalia, Ga., has been purchased by E. T. McBride.

The grain and flour firm of W. L. & W. M. Fain, Atlanta, Ga., has changed the style of its name to the W. L. Fain Grain Company and elected the following officers: W. L. Fain, president; W. M. Fain,



vice-president; W. J. Crosswell, manager, secretary and treasurer.

W. K. Bishop, of Jet, Okla., is operating his mill as an elevator this season in addition to his grinding business.

The Parish-Welsh Company has opened a grain warehouse at Fulton, Ky. The firm consists of Jess Parish and James Welsh.

The Farmers' Union Gin & Elevator Company, of Hinton, Okla., recently authorized the sale of its elevator and gin to the highest bidder.

Messrs. Pruitt and Caldwell, of Lindsay, Okla., have taken over the elevator at Alex, Okla., and Mr. Caldwell will manage the business.

Eugene Smith, son of C. E. Smith, owner of the C. E. Smith Grain Company at Little Rock, Ark., has entered into business with his father.

The Cunningham Grain & Commission Company, of Little Rock, Ark., will rebuild the grain elevator recently destroyed by fire at a loss of \$40,000.

The Roger Mills Co-operative Association has purchased the Fayette Moore Elevator at Hammon Okla., and J. D. Hill is manager of the house.

The Blackwell Mill & Elevator Company, of Blackwell, Okla., has remodeled its building into a two-story structure and placed a new roof on the building.

The Liscomb Grain & Seed Company has purchased the elevator at Afton, Okla., formerly the property of the Oswego Seed & Grain Company, of Oswego, Kan.

N. V. Bertell, representing C. B. Fox, of New Orleans, La., is said to contemplate the construction of an elevator at Savannah, Ga., for the handling of grain from Argentina.

The new feed plant of the Egan Milling Company now under course of construction at Dallas, Texas, for the Egan Milling Company will include an elevator of 75,000 bushels' capacity.

The Corydon Milling Company, of Corydon, Ky., is building a one-story warehouse with basement, 60x120 feet on the ground and of iron-clad construction, with a capacity of 30,000 bushels.

The Ada Milling Company, of Ada, Okla., is building a 30,000-bushel steel storage plant in connection with other extensive improvements, involving the expenditure of more than \$30,000.

The W. H. Luesing Company has been incorporated with a capital stock of \$5,000, at Louisville, Ky., to deal in grain and feed. The incorporators are M. H. Gebhart, A. L. Campbell and W. H. Luesing.

The plant of the Empire Grain & Elevator Company at Fort Worth, Texas, has been purchased by Elbert G. Rall, who plans to erect two large concrete storage tanks, increasing the capacity of the plant from 140,000 to 300,000 bushels.

The J. P. Mullins Grain Company, of Oklahoma City, Okla., has been incorporated with a capital stock of \$5,000. The incorporators are Thad L. Hoffman, of Wichita, Kan.; J. Lloyd Ford, of Shawnee, Okla., and R. H. Drenna, of Oklahoma City.

The Rosston Grain & Stock Shipping Company, of Rosston (R. F. D. from Murray), Okla., has been incorporated with a capital stock of \$10,000. The incorporators are S. N. Rogers, W. T. Sheriff, of Doby Springs, Okla., and Ross Price, of Buffalo, Okla.

McQueen, Smith & Sons, a company of farmers, will erect an elevator on the Mobile & Ohio Railroad, about four miles east of Prattville, Ala., at a point near the middle of the 3,000-acre farm owned by the firm. An elevator may also be erected at Prattville.

Elevators "E" and "D" of the Illinois Central Railroad Company at New Orleans, La., have been overhauled and improvements installed at a cost of more than \$15,000. The new equipment includes 300 feet of 40-inch cross conveyor belt in the former house and the substitution of a wooden floor in "E" by a cement floor.

The Brown-Robey Grain Company has been organized at Lawton, Okla., to buy grain and cotton, the former for shipment in the United States and the latter to foreign ports. The company has leased the elevator of the Lawton Mill & Elevator Company and branch agencies will be established in towns surrounding Lawton.

The Pondcreek Elevator Company has been organized at Pondcreek Okla., with a capital stock of \$4,500. The officers are as follows: J. H. Moore, of Wichita, Kan., president; G. W. Halcomb, vice-president and treasurer, and J. A. Wharton, secretary. The company has purchased a building and will operate a 35,000-bushel elevator.

Capitalized at \$50,000, the Maney Export Company has been incorporated at Oklahoma City, Okla., to engage in a domestic and foreign business in grain and mill products. The incorporators are J. W. Maney, John Maney and Henry Schafer. The company has taken over the business of the Millers' Grain Company and will use its offices in the

Insurance Building. The business will be managed by C. W. Bleuler.

## MISSOURI, KANSAS AND NEBRASKA

Geo. Gislick is building an elevator at Bison, Kan. L. H. Kimmel is building an elevator at Oskaloosa, Kan.

W. O. Woods will build a 20,000-bushel elevator at Liberal, Kan.

James A. Zimmerman is building an elevator at Sherwin, Kan.

Wm. Henderson has sold his elevator at Monrovia, Kan., to John Best.

A 10,000-bushel elevator is being erected at Pratt, Kan., for P. Parker.

A new 50,000-bushel elevator will soon be complete at Clafin, Kan.

A brick grain office will be built at Robinson, Kan., by Chas. Geiger.

A new elevator is under way at Winfield, Kan., for G. Clinton Adams.

The Farmers' Co-operative Company has built an elevator at Windsor, Mo.

A grain warehouse may be constructed at Memphis, Mo., for A. G. Craig.

The Carl Ehrlich Grain Company has built a new elevator near Marion, Kan.

James Bates is considering the matter of building an elevator at Weir, Kan.

M. F. Eidson has purchased the elevator of John L. Bridges at Hazelton, Kan.

The new 25,000-bushel Hacker Elevator at Carlton, Kan., has been completed.

A 15,000-bushel elevator has been completed at Purcell, Kan., for J. H. Pauley.

Farmers are interested in the formation of an elevator company at Rago, Kan.

Henry Korff, of Lanham, Neb., has purchased Emil Schman's elevator at Girard, Kan.

A. E. Klingenberg, of Granite City, Ill., has purchased an elevator at Warrenton, Mo.

A new elevator will be erected in connection with the Bowersock Mills at Lawrence, Kan.

Stauffer & Cammack are completing the construction of their new elevator at Mineral, Kan.

H. H. Zieme, of Hollinger, Neb., has taken over the Clark Elevator at Republican City, Neb.

An elevator company is being organized at Kingman, Kan., by the farmers in that vicinity.

Jos. Corkhill has disposed of his interest in the West Elevator at Durham, Kan., to Con. Frick.

Addy & Seaton have completed plans for the building of a 25,000-bushel elevator at Lathrop, Mo.

The recently organized Farmers' Co-operative Company will take over the elevator at Wahoo, Neb.

A new gas engine has been installed in the house of the Farmers' Elevator Company at Larned, Kan.

An elevator is under course of construction at Charleston, Kan., for the C. C. Isley Lumber Company.

The 100,000-bushel elevator of the New Era Milling Company, Arkansas City, Kan., has been repaired.

The elevator in connection with the new mill of E. A. Wales at Harper, Kans., will soon be completed.

The Kelso Grain Company is preparing to build an elevator at Mineral, Kan., 22x36 feet on the ground.

The mill at Norwich, Kan., which has not been operated for some time may be changed into an elevator.

The Farmers' Elevator Company, of Nettleton, Kan., will build a 15,000-bushel elevator at a cost of \$4,500.

The C. C. Isley Lumber Company, of Cimarron, Kan., is building a 12,000-bushel elevator at Sublette, Kan.

The Hugoton Elevator & Warehouse Company has completed a new 12,000-bushel elevator at Montezuma, Kan.

F. L. Ferguson is now associated with the Root Grain Company at Kansas City, Mo., as a member of the firm.

The Farmers' Elevator Company has built a coal and feed shed in connection with its plant at Coldwater, Kan.

The elevator at New Marsh, Neb., has been purchased by the Verona Grain & Lumber Company, of Prosser, Neb.

Johnson & Tierolf have leased their two elevators at Solomon Rapids, Kan., to the Farmers' Union of Mitchell County.

Articles of incorporation for the Farmers' Co-operative Elevator Company, Riverdale, Neb., have been filed. The company has a capital stock of \$25,000 and its officers are: Oscar Knox, president;

Henry Finke, vice-president, and S. S. Cunningham, secretary and treasurer.

A charter has been granted to the Emporia Elevator & Feeding Company, of Emporia, Kan., capitalized at \$30,000.

T. A. Anderson, formerly connected with the Hynes Grain Company, will engage in the cash grain business at Omaha, Neb.

The Ingle Brothers Broom Corn, Grain & Supply Company will erect a fireproof warehouse at Kansas City, Mo., costing \$25,000.

An elevator of 40,000 bushels' capacity is under course of construction at Bellwood, Neb., for the Farmers' Elevator Company.

The Farmers' Grain & Supply Company, of St. Paul, Neb., held its annual meeting recently and declared a dividend of 16 per cent.

The Farmers' Grain & Supply Company, recently organized at Galva, Kan., has leased the elevators of the Coburn Elevator Company.

An 8,000-bushel elevator is under course of construction at Worth, Mo., for the Iowa & Missouri Grain Company, of Lamoni, Iowa.

The Alley Grain Company, of Mercer, Mo., has purchased the elevator of the Farmers' Elevator & Supply Company at Princeton, Mo.

Two 150-horsepower boilers have been installed in the new power house of the Kemper Mill & Elevator Company at Tonganoxie, Kan.

The Bushton Mill & Elevator Company, Bushton, Kan., has succeeded the Bushton Roller Mills, formerly conducted by C. F. Stehwein.

The Farmers' Elevator Company, of Lindsey, Kan., has built a new elevator on the site of its former house which was dismantled recently.

A 1,000-bushel Avery Automatic Scale has been installed in the elevator under course of construction for C. D. Jennings at Copeland, Kan.

E. G. Hudnell has resigned his position in Ware & Leland's office at Omaha, Neb., to engage in the grain brokerage business on his own account.

H. G. Erav and a Mr. Amis, of Marshall, Mo., have purchased the interests of the Boonville Elevator Company, Boonville, Mo., at Blackwater, Mo.

The Pratt Equity Union, of Pratt, Kan., has taken over the elevator owned by J. V. Harkrader. The company will incorporate with a capital stock of \$10,000.

The Abbott Lumber & Grain Company, of Abbott, Neb., has been incorporated with a capital stock of \$6,000. John McLellen and others are the incorporators.

The elevator at Soldier, Kan., formerly the property of T. B. West & Son, has been taken over by the Farmers' Union, which has placed Joshua Cox in charge.

The Norfolk Cereal & Flour Mills Company, of Norfolk, Neb., owned by C. S. Bridge, has been planning to build an 80,000-bushel elevator of concrete construction.

The Farmers' Elevator Company, of Grays, Kan., is building a new 10,000-bushel elevator, the contract having been awarded to the Burrell Engineering & Construction Company, Chicago.

The new elevator of the Thomas Page Milling Company at Topeka, Kan., has been completed at a cost of \$20,000. It is of concrete construction and has a capacity of 110,000 bushels.

Articles of incorporation have been filed by the Holmesville Farmers' Elevator Company, of Holmesville, Neb. The capital stock is \$20,000, and the company plans to buy an elevator.

The Farmers' Elevator Company, of Hanston, Kan., has awarded its contract to the Burrell Engineering & Construction Company, Chicago, for a 10,000-bushel standard type country elevator.

The storage facilities of the Geo. P. Plant Milling Company at St. Louis, Mo., will soon be increased 135,000 bushels by the completion of its new elevator. The house is of concrete construction.

The St. Joseph Stock Yards Company, of St. Joseph, Mo., has awarded a contract for the erection of an elevator for the storage of grain used in its feeding yards. The house will represent an outlay of about \$7,500.

C. C. Andrews, who has been associated with the Stephenson-Andrews Grain Company, Kansas City, has entered into partnership with C. M. Woodward, of the Western Grain Company, which operates the 75,000-bushel Dixie Elevator at that place.

It is stated that the J. Rosenbaum Grain Company, of Chicago, will erect steel and concrete grain tanks with a capacity of 1,000,000 bushels in connection with its branch elevator plant at Kansas City. Paul Uhlman is manager of the house.

The Bolin-Hall Grain Company, of Liberal, Kan., is making extensive preparations to care for the new wheat crop. A mill building has been converted into an elevator to be used in conjunction with its other elevator and the two houses will have a



capacity of 60,000 bushels, while the firm has another storehouse having a capacity of 80,000 bushels. A large new oil engine has been installed.

The directors of the C. W. Hornaday Merchandise & Grain Company, Sidney, Neb., have awarded a contract for the building of a 20,000-bushel elevator.

The Anchor Grain Company, of Minneapolis, Minn., operating a line of country elevators in northeastern Nebraska, has opened a branch office in Omaha, of which Mr. Larson, formerly with the company at Sioux City, Iowa, will be in charge.

Two new elevators have been completed at Strickler, a new town four miles northwest of Iuka, Kan., on the Anthony & Northern Railroad. One of the houses has been built for Clarence Clark, of Iuka, and the other for the Kansas Milling Company, of Pratt, Kan.

Emery Gay, of Norton, Kan., has awarded a contract for the erection of a 17,000-bushel elevator to be built on a site eleven miles west of Norton on a siding of the Chicago, Burlington & Quincy Railroad. Walter Dalsby and H. S. Hickman are associated with Mr. Gay in the contract.

Work has begun on the \$200,000 addition to the elevator of the Chicago, Rock Island & Pacific Railway in the Armourdale district of Kansas City, Kan. The structure will have a storage capacity of 1,000,000 bushels. The contract has been awarded to the Macdonald Engineering Company, of Chicago.

## CANADIAN

The Western Elevator Company will rebuild the house at Eyebrow, Sask., recently destroyed by fire.

A site has been selected at Vancouver, B. C., by the Government for the building of a \$1,000,000 transfer elevator.

According to a report, work has begun on the government transfer elevator at Port Nelson, the terminus of the Hudson's Bay Railway. The plans

for the house were made by the Canadian Stewart Company.

The Bawlf Grain Company, of Winnipeg, Man., has purchased the elevator of Hopkins & Dunlop at Buchanan, Sask.

It has been announced that the Grain Growers' Grain Company, Ltd., of Winnipeg, Man., will build several elevators in Saskatchewan, Alberta and Manitoba.

The Dominion Government has awarded the contract for the building of the large interior storage elevator at Calgary, Alta. The capacity will be approximately 2,500,000 bushels.

It is probable that the Burrell Engineering & Construction Company, of Chicago, will complete the new 1,000,000-bushel addition to the elevator of the Western Terminal Elevator Company, Ltd., at Fort William, Ont., so that it will be ready for operation in September.

The Ogilvie Milling Company, Ltd., has increased the number of its elevators by the purchase of houses at Irvine, Bow Island, Stirling, Warner, Magrath and Monarch, Alta., while a new house will be erected at Wilson's Siding, ten miles south of Lethbridge, Alta., and three on the Suffield branch of the Canadian Pacific Railroad. This will give the Ogilvie Company 27 elevators in addition to its mill elevator.

Jourgen Olson and N. J. Thorson, of Minot, N. D., have formed the Thorson-Olson Grain Company, Ltd., of Canada, with a capital stock of \$100,000, and they are now building ten elevators in Canada, operating from Saskatoon to Weyburn, Sask. Mr. Thorson has resigned his position as manager of the Farmers' Elevator at Minot and will have general management of the new enterprise. Mr. Olson, owner of a string of banks in North Dakota, is president of the company, while Mr. Thorson is secretary and treasurer.

T. Edwards and H. A. Abbott, of Chicago; J. C. Reid, St. Louis; F. A. McLellan, Buffalo; H. G. Atwood, Peoria; J. W. Anderson, Kansas City; R. W. Chapin, Hammond, Ind.; H. C. Joehek, Lyons, Iowa; L. F. Brown and W. R. Anderson, Milwaukee.

## TRI-STATE RETAIL FEED DEALERS MEET

The principal addresses of the Tri-State Retail Feed Dealers' annual convention, held at Wilkes Barre, Pa., last month, were delivered by Marc W. Cole, head of the Bureau of Co-operation of the New York Department of Agriculture; Asher Miner of Wilkes Barre, who spoke on the "The Value of Organization"; and A. A. Wilhelmy of Cincinnati, who spoke on "Balanced Rations." On the second day the election of officers resulted in the re-election of the entire staff, as follows: Charles L. Carrier, Sherburne, N. Y., president; John C. Harrington, Montrose, Pa., vice-president; H. M. King, Waterville, N. Y., secretary; M. J. Mudge, Afton, N. Y., treasurer; and Frank C. Jones, Bullville, N. Y., fifth member of the Executive Committee.

## NATIONAL HAY ASSOCIATION AT CEDAR POINT

The twenty-first annual convention of the National Hay Association, which will be held at Cedar Point, Ohio, July 14-16, promises to be the largest and most interesting ever held by this live association. President McMillan and Secretary Taylor have been untiring in their efforts to provide a program replete with interest, and to secure an attendance worthy of the coming-of-age party.

The complete program for the meeting will be as follows:

TUESDAY, JULY 14, 1914

Opening Session, 9:30 a. m.

Selection—Orchestra.

Song—"America," accompanied by Orchestra.

Convention called to order by President D. W. McMillan.

Invocation—Rev. E. G. Mapes, Pastor Grace Episcopal Church, Sandusky, Ohio.

Address of Welcome—Prof. James F. Begg, Superintendent Sandusky Schools, Sandusky, Ohio.

Response in behalf National Hay Association—Ex-President E. Wilkinson, Birmingham, Ala.

Memorial Address—W. H. Toberman, Chairman, St. Louis, Mo.

Reading Minutes 1913 Convention—Secretary J. Vining Taylor, Winchester, Ind.

Report of Board of Directors—President D. W. McMillan, Van Wert, Ohio.

Report of Legislation Committee—P. E. Goodrich, Chairman, Winchester, Ind.

Report of Joint Hay and Grain Committee—H. C. Jones, Chairman, Baltimore, Md.

Address, "Some Problems of the Past, the Present and the Future"—N. W. Cunningham, Bluffton, Ohio.

Report of Crop Improvement Committee—T. J. Hubbard, Chairman, Birch Run, Mich.

Report of Chief Inspector—C. J. Sealy, Cleveland, Ohio.

Appointment of Committees.

Adjournment.

WEDNESDAY, JULY 15

Morning Session, 9:30 a. m.

Report of State Vice Presidents—Egil Steen, Chairman, Baltimore, Md.

Report of Committee on Statistics—B. A. Dean, Chairman, Auburn, N. Y.

Address, "Pending Federal Legislation Relating to Marketing Farm Products"—J. C. F. Merrill, Secretary Board of Trade, Chicago, Ill.

Report of Committee on Transportation—H. H. Driggs, Chairman, Toledo, Ohio.

Paper, "Relationship Between Receiver and Shipper"—C. C. Ramey, New York.

Paper, "Relationship Between Shipper and Receiver"—E. M. Wasmuth, Roanoke, Ind.

Adjournment.

WEDNESDAY, JULY 15, 1914

Afternoon Session, 1:30 p. m.

Report of Committee on Arbitration—M. C. Niezer, Chairman, Ft. Wayne, Ind.

Address, "Alfalfa"—Prof. G. Holden, Director Agricultural Extension Department, International Harvester Company, Chicago, Ill.

Report of Grades Committee—F. L. Young, Chairman, Lansing, Mich.

Open session for one hour for discussion.

Report of Secretary-Treasurer—J. Vining Taylor, Winchester, Ind.

Report of Auditing Committee.

Report of Nominating Committee.

Adjournment.

THURSDAY, JULY 16

Morning Session, 9:30 a. m.

Report of Committee on Board of Directors' Report.

Report of Resolution Committee.

Unfinished Business.

New Business.

Report of Committee on Nominations.

Installation of Officers.

Adjournment.

Changes in order of business may be made to suit the convenience of the association and the accommodation of those persons participating in the program.

## ANNOUNCEMENTS

Chicago daily market reports will be read from the secretary's desk in convention hall four times daily.

Wednesday evening, July 15, 7:30, banquet for every delegate, their families and friends, in the main dining hall. Tickets, \$1 per plate, can be procured from the secretary. Everyone cordially invited to be present.

The Cedar Point Resort Company orchestra will furnish music for the above occasion and there will be cabaret singers, toasts and after-dinner talks.

It is expected that many ladies will accompany their husbands and fathers, and generous provision has been made for their pleasure and comfort.

The banquet, at which both men and women will be seated, will be one of the most enjoyable features, as Mr. England as toastmaster can be depended upon not to let a moment drag.

The hay men who miss this convention will be overlooking a big bet of the hay year and one of the best gatherings ever held by the Association.

## ASSOCIATION BRIEFS

Secretary S. W. Strong of the Illinois Association had the pleasure last month of seeing his son graduate from the law department of the University of Illinois. He may be a good lawyer but will have to go some to beat his dad on legal points connected with the grain trade.

Plans for crop improvement meetings by the Illinois Grain Dealers' Association are about complete, and the first series of meetings will be held next month. Authoritative speakers have been secured and it is believed that the meetings will form a connecting link of interest between farmers and shippers.

A movement is on foot to form another association in Kansas, covering principally the southern and western parts of the state. An organization meeting is expected to be held shortly, Wichita having been appealed to for support by those most interested.

New members of the Illinois Grain Dealers' Association are reported as follows: D. D. Baber, Dudley; Baker Elevator & Mill Company, St. Francisville; Jordan & School, Indianapolis, Ind.; F. W. Moberley, Shelbyville (stations Middleton and Henton); Rapier Grain & Seed Company, Owensboro, Ky.; J. F. Sprague, Bement; Ridge Grain & Elevator Company, Westervelt; Arthur E. Trainer, Millersville.

# ASSOCIATIONS

## NEW ASSOCIATION IN MISSOURI

The Southwest Missouri Grain Dealers' Association is the newest organization which will tackle the problems of the grain trade. It was believed by many dealers in this territory that their special needs required an organization of their own, and as a result the society was formed. The first officers are: J. D. Mann, Montrose, president; W. D. Schmidt, Appleton City, vice-president; A. G. Sullivan, Nevada, secretary-treasurer; and J. D. Mead, Fort Scott, assistant secretary.

## KANSAS GRAIN DEALERS ACCEPT COMPROMISE

The agitation in the recent Kansas Association meeting relative to the re-inspection rule in effect at the Kansas City market, has resulted in a compromise resolution which will be submitted to the Board of Trade. This resolution provides that re-inspection must be made within five days and that when the Union Depot freight yards are relieved of passenger traffic the time will be shortened to one o'clock of the next day after original inspection. As the passenger traffic is to be re-routed in the near future the Kansas dealers will have gained their point.

## MERCHANDISE BROKERS' ASSOCIATION TO MEET IN VIRGINIA

On the fourteenth and fifteenth of August, the Merchandise Brokers' Association will meet at Natural Bridge, Va., for the third annual convention. One of the principal subjects for discussion will be: "Taxation of Merchandise Brokers." This, together with feed legislation and other subjects closely affecting the broker, will have the call on the greater part of the time. The entire program has not been completed, but interesting and instructive speakers will be heard and a pleasant social time enjoyed.

## FEED MEN BANQUET CHEMIST

Members of the Executive Committee of the American Feed Manufacturers' Association gave a dinner on June 26 in honor of Dr. J. S. Abbott, chief of the new Bureau of Co-operation, Bureau of Chemistry of the U. S. Agriculture Department. The banquet was held at the Auditorium Hotel, Chicago. After the dinner was concluded Dr. Abbott outlined in considerable detail the work of his bureau and invited full co-operation from the feed men. Among those present were: Dr. Newman, assistant commissioner of agriculture, Illinois; M. C. Peters, Omaha, Neb.; G. A. Chapman, J. J. Ferguson, S.



## TRANSPORTATION

Effective June 16, Japanese steamship lines operating between Puget Sound and Japan are carrying wheat and flour at \$1.50 per ton, the tariff to remain in force at least until August 1.

Proposed increases in freight rates on grain and grain products from Kansas and Nebraska to points in Oklahoma were suspended recently by the Interstate Commerce Commission pending investigation.

It is stated that suits against the railroads leading east from Kansas will soon be instituted by the Kansas Public Utilities Commission to secure equitable freight rates on grain and other commodities.

The Illinois Public Utilities Commission has entered an order suspending until October 15 the proposed increase on freight rates on grain in Illinois of 1 per cent per 100 pounds pending further investigation.

The complaint of the American Hay Company, of New York City, owner of a hay warehouse at St. Albans, Vt., against the Central Vermont Railway Company, concerning transit privileges, was dismissed by the Interstate Commerce Commission.

Effective August 1, 1914, the reshipping rates on grain and grain products from Milwaukee, Wis., to points in eastern trunk line territory (points east of and including the western terminus, Buffalo, Pittsburgh, etc.), will not apply via Chicago. The application via Chicago of the reshipping rates from

Milwaukee has been withdrawn also on through shipments, that is, shipments not stopped for transit privileges.

The Interstate Commerce Commission has found the proposed increased rate on malt in carload lots from Minneapolis, Minn., to New Orleans, La., reasonable and the order of suspension has been vacated. The tariffs specify an increase from 25 to 30½ cents.

Charging that railroads running east of St. Louis refuse to carry export flour and grain products shipped by water from Kansas City at a recently inaugurated water rate, the Kansas City-Missouri River Navigation Company has filed complaint against ten Eastern railroads before the Interstate Commerce Commission.

In the case of the Omaha Grain Exchange against the Northern Pacific, the Chicago, Burlington & Quincy and the Chicago, Milwaukee & St. Paul Railway Companies, the Interstate Commerce Commission ruled that the first two defendants cease from charging rates on carload lots of grain from Montana points west of Billings to Omaha, Neb., exceeding rates maintained by them from the same points to Minneapolis, while similarly the last defendant was charged to cease collecting rates on grain from points in Montana, North Dakota and South Dakota to Omaha, exceeding by more than 2 cents per 100 pounds the rates on its line to Minneapolis.

tween Hannibal, Mo., and Chicago, Ill., group, flax seed, 12½ cents; wheat, 9 cents (A); corn, 9 cents (A & R); between Hannibal, Mo., and Peoria, Ill., group, flax seed, 10½ cents; wheat and corn, 7 cents.

I. C. C. No. A678, July 22. Feed from Peoria and Pekin, Ill., to Moberly, Mo., 13 cents.

Supplement 8 to I. C. C. No. A531, August 1. Grain products from Kansas City, St. Joseph, Mo., and Elwood, Kan., to Cincinnati, Ohio, Attica, Oxford, Monon, LaFayette, Indianapolis, Rensselaer, Hamilton, Ohio, LaFayette and Oxford, Ind., 17 cents.

### Chicago & Northwestern

Supplement 1 to I. C. C. No. 7548, July 11. Between Judson, Minn., and Clinton, Cedar Rapids and Des Moines, Iowa, wheat, corn, oats, rye and barley, 15.3 cents; between Cambria, New Ulm, Minn., and Clinton, Cedar Rapids and Des Moines, Iowa, wheat, 15.7 cents; corn, oats, rye and barley, 15 cents.

Supplement 14 to I. C. C. No. 7402, July 17. Grain products from Canby, Minn., to Lincoln, Wahoo, Fremont, Neb., 18.5 cents; Plainview, 21 cents; O'Neill, Neb., 24 cents; from Watertown, S. D., to Lincoln, Wahoo, Fremont, 19 cents; Plainview, 21.5 cents, and O'Neill, Neb., 24.5 cents; from Huron, De Smet and Arlington and Lake Preston, S. D., to Lincoln, Wahoo, Fremont, 19 cents; Plainview, 21.5 cents, and O'Neill, Neb., 24.5 cents.

### Chicago, Burlington & Quincy

I. C. C. No. 11034, July 13. Flour and other grain products such as pearl barley, bran, linseed cake, oat cake and clips, elevator dust, alfalfa feed, chopped feed, oat hulls, malt, alfalfa meal, oat meal, middlings, rolled oats, etc., from Atchison, Kan., Council Bluffs, Pacific Junction, Iowa, Kansas City, St. Joseph, Mo., Leavenworth, Kan., Nebraska City, Omaha, Neb., and South Omaha, Neb., to Indianapolis, LaFayette, Monon, Oxford, Rensselaer, Ind. (A), Attica, Ind., Cincinnati, Hamilton, Ohio, Jeffersonville, Ind., Louisville, Ky., and New Albany, Ind., 17 cents.

I. C. C. No. 11029, July 15. Flour from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Bowling Green, Vandalia, 14 cents; Jefferson City, 21.5 cents; South Cedar City, 21.5 cents; Odessa, Independence, Higginsville, Mo., 18 cents (R) (also rates to other Missouri points).

### Chicago Great Western

Supplement 2 to I. C. C. No. 4923, July 10. Between Minneapolis, St. Paul, Minn., and rate points and Broomfield and Colonial, Iowa, flax seed and wheat and articles taking same rates, 14 cents; corn and articles taking same rates, 12.5 cents; Spring Garden, Darby and Excelsior Springs, Mo., flax seed and wheat and articles taking same rates, 15½ cents; corn and articles taking same rates, 14.5 cents.

Supplement 12 to I. C. C. No. 4742, July 10. To East Dubuque Ill., from Spring Garden, Darby and Excelsior Springs, Mo., flax seed and articles taking same rates, 14 cents; flour and articles taking same rates, 11¼ cents, and corn meal and articles taking same rates, 10¼ cents.

### Chicago, Milwaukee & St. Paul

I. C. C. No. B2887, July 6. Flour (southbound) between Kansas City, St. Joseph, Sugar Creek, Mo., Atchison, Leavenworth, Kan., and Franklin, N. D., 26 cents; Nortonville, Millerton, N. D., 26.5 cents; Sydney, Klose Spur, Homer, Jamestown, Clements-ville, Wimbeldon, N. D., 27 cents; between Council Bluffs, Iowa, Omaha, South Omaha, Neb., and Franklin, N. D., 20.5 cents; Nortonville, N. D., 22.5 cents; Millerton, N. D., 25.5 cents; Sydney, Klose Spur, 26 cents; Homer, 26 cents; Jamestown, Clements-ville, Wimbeldon, N. D., 27 cents.

Supplement 10 to I. C. C. No. B2476, August 1. Alfalfa feed from Council Bluffs, Iowa, Omaha and South Omaha, Neb., to Stratton, S. D., 27.8 cents; Claymore, Landeau and Trial City, S. D., 29.8 cents (R).

I. C. C. No. B2908, August 1. From Council Bluffs, Iowa, Omaha, South Omaha, Neb., Leavenworth, Kan. (when originating beyond or manufactured from grain originating beyond those points), to Newport News and Norfolk, Va. (when for export), "Avena," buckwheat flour, rolled wheat, rye flour, rye skimmings, rye sprouts, wheat flour, feed, rye or wheat and other commodities, 22 cents; "Algrain Food," oat feed, corn feed, hominy feed, oat meal, middlings, ground and rolled oats, "Cerealine," bran, middlings, ship stuff, shorts, malt, cob meal, hominy meal and articles taking same rates, 21 cents.

I. C. C. No. B2909, August 1. Flour, bran, shorts and middlings from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Joplin, Mo., Pittsburg, Kan., 21 cents; Higginsville, 18 cents; Jefferson City, 21.5 cents; Marshal, Mo., 18 cents; Aurora, Carthage, Mo., 21 cents; Ft. Scott, Kan., 19 cents; Joplin, Mo., 21 cents; Pittsburg, Kan., Liberal, Mo., 21 cents; Aurora, Carthage, Mo., 21 cents.

Supplement 5 to I. C. C. No. B2453, August 1. To St. Louis, Mo., from Freeman, Menno, Tuscan and Scotland, S. D., wheat, 22.5 cents; corn, rye, oats and barley, 20 cents.

## CHANGES IN RATES

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) means advance and (R) means reduction.

### Atchison, Topeka & Santa Fe

I. C. C. No. 6813, July 15. Wheat and articles taking same rates from Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Argentine, Turner, Kan. (when originating beyond), to Galveston, Port Bolivar, Texas City, Texas (when destined to Mexican Gulf ports, Central and South America, Porto Rico, Cuba and Jamaica), 18½ cents; corn and articles taking same rates from and to same points, 17½ cents.

Supplement 9 to I. C. C. No. 5687, July 15. To Galveston, Port Bolivar and Texas City, Texas (for export), from Miltonvale, Kan., Sulphur Springs, Aurora, Huscher, Concordia, Kan., wheat, 27½ cents; corn, 24½ cents.

I. C. C. No. 6811, July 15. From Atchison, Leavenworth, Kan., Kansas City and St. Joseph, Mo. (when originating beyond or when manufactured at said points from grain, seeds or other ingredients originating beyond), to Newport News and Norfolk, Va. (when for export to foreign countries), flour and articles taking same rates, 22 cents; corn meal and articles taking same rates, 21 cents (A).

Supplement 23 to I. C. C. No. 4885, July 17. Wheat and articles taking same rates from Salina, Kan., to Parsons, Kan., 12 cents (R); bran, chop feed, other than wheat chops, corn meal, middlings and shorts, from Stafford, Kan., to Clinton, Fort Scott, Harrisonville, Paola, Parsons and Galena, Kan., 11¼ cents (R); flour from Stafford, Kan., to Clinton, Fort Scott, Harrisonville, Paola and Parsons, Kan., 13¼ cents; Galena, Kan., 13½ cents; from Great Bend, Kan., to Fort Scott, Paola, Parsons and Harrisonville, Kan., 13¼ cents (R).

I. C. C. No. 6825, August 1. Flour and other grain products from Atchison, Leavenworth, Kan., Kansas City and St. Joseph, Mo., (when originating beyond) to Cincinnati, Ohio, Hamilton, Ohio, Indianapolis, Ind., La Fayette, Logansport, Ind. (R), Louisville, Ky., Monon, Ind., New Albany, Ind., Oxford and Rensselaer, Ind., 17 cents (A).

### Wm. Careron, Agent for Seaboard Colorado Freight Committee

Supplement 2 to I. C. C. No. D77, July 25. Grain and grain products from East St. Louis, Ill., to Ashland, Ky., 13 cents; Buffalo, N. Y., Charlestown, W. Va., 13½ cents; Connellsville, Pa., Gauley Bridge, W. Va., 15½ cents; Indiana, Pa., 16¼ cents; Ironton, Ohio, 13 cents; Maysville, Ky., 11½ cents; Pittsburg, Pa., 13¼ cents; Portsmouth, Ohio, 11½ cents, and Wheeling, W. Va., 13½ cents (R).

### Canadian Pacific

I. C. C. No. E1703, July 11. Grain and grain products from Fort William, Port Arthur and Westfort, Ont., to Boston, Mass., for furtherance via vessel to points on coast of Maine east of Portland, also Newfoundland, St. Pierre, Miquelon and seaboard points in New Brunswick and Nova Scotia, 19 cents; to points taking Boston, Brunswick, Ellsworth, Hartford and Providence for local delivery, 20 cents.

Supplement 2 to I. C. C. No. E1225, July 19. Corn from Detroit, Mich. (ex-lakes), to Kingston, Glenvale, Murvale, Harrowsmith Junction, Godfrey, Parham, Ont., and rate points, 12 cents; Oso, Clarendon and Mississippi, Ont., Snow Road, Clyde Forks, Wilbur, Lavant, and other Ontario points, 13½ cents (R).

Supplement 7 to I. C. C. No. E831, July 20. Corn from Detroit, Mich., to Ferrona, Springville, Bridgeville, Black Rock, Sunny Brae, 20½ cents; Little Bras d'Or and Florence, N. S., 22½ cents (R).

I. C. C. No. E1713, July 28. Wheat and oats from Fort William, Port Arthur and Westfort, Ont., for milling at Peterboro, Ont., and reshipment to New York, N. Y. (for export), 25½ cents (R).

I. C. C. No. E1704, August 1. From Detroit, Mich., to Agincourt, Ont., grain and grain products, 13½ cents; to Newport, Vt., grain, 17½ cents; grain products, 18 cents; to Quebec, grain, 22½ cents; grain products, 23 cents; Toronto, Ont., grain and products, 10 cents; Windsor, Ont., grain and products, 2½ cents; Montreal, Que., grain, 17½ cents; grain products, 18 cents.

### Chicago & Alton

I. C. C. No. A677, July 15. Wheat to Chicago, Ill., from Alma, Blackburn, Corder, Higginsville, Mayview, Mt. Leonard, Shackelford, Mo., 12½ cents; Armstrong, Booth, Centralia, Clark, Curryville, Farber, Francis, Gilliam, Glasgow, Harmony, Higbee, Laddonia, Larabee, Littleby, Marshall, Mexico, Norton, Poland, Rush Hill, Ryder, Slater, Steinmetz, Thompson, Vandalia and Yates, Mo., 12 cents; Selma, Odessa, Bates City, Blue Springs and Independence, Mo., 13 cents.

Supplement 2 to I. C. C. No. A662, July 16. Be-



## Chicago, Rock Island & Pacific

Supplement 1 to I. C. C. No. C9667, July 6. From Stickler, Kan., to Little Rock, Ark., wheat, 25½ cents; corn, 20½ cents; flax seed, 37 cents; hemp seed, 40 cents; millet seed, 34 cents; to Memphis, Tenn., wheat, 25½ cents; corn, 22 cents; alfalfa feed and meal, 22 cents; flax seed, 32 cents; hemp seed, 35½ cents; millet seed, 32 cents; to New Orleans, La., wheat, 32½ cents; corn, 30 cents (R).

I. C. C. No. C9673, July 10. Oat meal and rolled oats from Cedar Rapids and Muscatine, Iowa, to Winona, Minn., and La Crosse, Wis., C. L., 15 cents; L. C. L., 25 cents; flour and feed from Emmetsburg, Iowa, to Prairie du Chien, Wis., 15 cents.

Supplement 28 to I. C. C. No. C9446, July 13. Grain Screenings from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Bird's Bridge, Joliet, Midlothian, Minooka, Mokena, Morris, New Lenox, Oak Forest and Tinley Park, Ill., 7½ cents (R) (applies only as proportional rate on shipments originating at or manufactured from articles originating at stations beyond).

I. C. C. No. C9678, July 28. Between St. Louis, Mo., East St. Louis, Ill., and Hart, Hulbert, Riceville, Mounds, Edmondson, Proctor, Browns Spur (R), Tarsus, Jonquil, Ark., wheat, 15 cents; corn, 13 cents; flax seed, 17 cents; hemp seed, 20 cents.

Supplement 5 to I. C. C. No. C9631, July 28. Oat meal from Davenport, Iowa, to Pine Bluff, Ark., 21½ cents; from Cedar Rapids, Iowa, to Newport, Ark., 22 cents; Pine Bluff, Ark., 24 cents.

I. C. C. No. C9681, July 31. Between Little Rock, Livermore, Robertson, Rock Falls, Iowa, Neola, Oakland, Iowa, and rate points and Round Lake, Worthington, Reading, Wilmont, Lismore, Keneth, Iowa, flax seed, 19½ cents; corn and wheat, 14 cents.

## Cleveland, Cincinnati, Chicago & St. Louis

Supplement 7 to I. C. C. No. 6151, July 10. Corn from Kankakee, Ill., to Baden, Berlin, Blair, Bright, Drumbo, Galt, Georgetown, Guelph, New Hamburg, Norval, Oakville, Port Credit, Preston, St. Marys, Stratford, Tavistock, Toronto, Waterloo, Ont., 12 cents; Lindsay, Ont., 14½ cents (A); Peterboro, Ont., 14½ cents; Belleville, 14½ cents; Cardinal, Prescott, 17 cents; Kingston, Ont., 15 cents; Goderich, Ont., 14 cents.

## C. E. Fulton, Agent for Chicago & Ohio River Committee

Supplement 7 to I. C. C. No. A51, August 1. Grain to Bristol, Tenn., Va., from Chicago, Ill., Milwaukee, Wis., and rate points, 22 cents; from Indianapolis, Ind., 20 cents; grain products to same points from Chicago, Ill., Milwaukee, Wis., and rate points, 22½ cents; from Indianapolis, Ind., 20½ cents.

## Great Northern

I. C. C. No. A3844, July 6. Flour, bran, millfeed, shorts and middlings (when in sacks) from Wenatchee, Wash., to East San Pedro, 35½ cents; Oakland (Long Wharf), 27½ cents; San Diego, 37½ cents; San Pedro, 35½ cents; Santa Barbara, Cal., 45½ cents; from Spokane, Wash., to East San Pedro, 37 cents; Oakland (Long Wharf), 29½ cents; San Diego, 39½ cents; San Pedro, 37 cents, and Santa Barbara, Cal., 47 cents; flour, oat groats, bran, millfeed, shorts, and middlings (when in sacks) from Billings, Mont., to East San Pedro, 48 cents; Oakland (Long Wharf), 42½ cents; San Diego, 48 cents; San Francisco, 42½ cents; San Pedro, 48 cents, and Santa Barbara, Cal., 65 cents.

I. C. C. No. A3852, July 15. Wheat, flour, millfeed, shorts, middlings and bran from Fairview, Mont., to Los Angeles, Cal., 75 cents; Salt Lake City, Utah, Ogden, Utah, 62 cents; Boise, Idaho, 64 cents; East San Pedro, Cal., 55½ cents (R).

## Agent for Western Trunk Line Committee

Supplement 14 to I. C. C. No. A201, August 1. Oats and barley from St. Paul, Minneapolis, Minnesota Transfer, Duluth (Pullman Ave.), Minn., Itasca, Superior, Superior (Central Ave.), Superior (East End), and Washburn, Wis., to Albany, N. Y., 22 cents; Baltimore, Md., Basic, Va., Belington, W. Va., 19½ cents; Boston, Mass., 24½ cents; Caccouna, Que., 32½ cents; Cobourg, Ont., 24½ cents; Fredericton, N. B., 34½ cents; Kingston, Ont., 24½ cents; Lexington, Va., Lynchburg, Va., 19½ cents; Montreal, Que., 24½ cents; Richfield, N. Y., 22 cents; Providence, R. I., 24½ cents; Orange, Va., 19½ cents; Newport, Vt., 24½ cents; Waynesboro, Va., 19½ cents.

Supplement 14 to I. C. C. No. A203, Com. 35-A, August 1. Grain products (for export only) from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Duluth, Superior and Ashland, Wis., to Halifax, Levis and Point Levi, Que., Portland, Maine, Quebec, Que., St. John and West St. John, N. B., 22½ cents.

## Illinois Central

I. C. C. No. A8628, July 24. From Council Bluffs, Iowa, Omaha and South Omaha, Neb. (when originating beyond or when manufactured at those points, from grain, seeds or other ingredients originating beyond) to Newport News and Norfolk, Va. (for export), wheat and articles taking same rates, 22 cents; corn and articles taking same rates, 21 cents.

I. C. C. No. A8629, August 1. Flour (when originating beyond Council Bluffs, Iowa, Omaha or South Omaha, Neb., or when manufactured at Council Bluffs, Omaha or South Omaha, Neb., from grain originating beyond) to Cincinnati, Hamilton, Ohio, Louisville, Ky., Jeffersonville, New Albany, Ind., 17 cents; Indianapolis, Ind., 17 cents; Attica, Monon, Oxford and Rensselaer, Ind., 17 cents (A).

## Kansas City Southern

Supplement 2 to I. C. C. No. 3267, July 23. From Omaha, South Omaha, Nebraska City, Neb., and Council Bluffs, Iowa (originating beyond), to Gravette, Ark., corn, 15 cents (R); Sallisaw, Okla., wheat 17 cents; corn, 15 cents; Texarkana, Ark.-Texas, wheat flour, 25½ cents; corn, 23½ cents; Ashdown, Ark., wheat, 27 cents; flour, 28 cents; corn, 23 cents (also rates to other Arkansas and Oklahoma points).

## Louisiana Railway & Navigation Company

I. C. C. No. A584, July 20. Corn, imported via New Orleans, La., to Alexandria, La., 12½ cents.

## Minneapolis & St. Louis

Supplement to I. C. C. No. B111, July 10. Flour and bran (for export) from Minneapolis, Minnesota Transfer and St. Paul, Minn. (originating beyond), to New Orleans, Port Chalmette, Westwego, La., 19½ cents; Key West, Fla., 29½ cents; Gulfport, Miss., Mobile, Ala., 19½ cents.

## Missouri, Kansas & Texas

Supplement 3 to I. C. C. No. A3872, July 8. Flaked corn and flaked wheat from Hannibal, Mo. (when originating at Quincy, Ill.), to Ft. Smith, Ark., 27.9 cents.

Supplement 1 to I. C. C. No. A3941, July 12. Between Peoria, Ill., and N. Jefferson, Mo., flour and wheat, 13¼ cents; corn meal and corn, 12½ cents; linseed meal, 12½ cents; hemp seed, 19 cents; flax seed, 15 cents; and millet seed, 14½ cents; between N. Jefferson and Chicago, Ill., flour and wheat, 14½ cents; corn meal and corn and linseed meal, 14 cents; hemp seed, 17½ cents; millet seed, 17 cents (advances on interstate traffic); between Jefferson City, Easley, Mo., and Peoria, Ill., wheat and flour, 13¼ cents; corn meal and corn, 12½ cents; linseed meal, 12½ cents; hemp seed, 19 cents; flax seed, 15½ cents; millet seed, 16½ cents; between same points and Chicago, Ill., flour and wheat, 14½ cents; corn meal, corn and linseed meal, 14 cents; hemp seed, 21½ cents; flax seed, 18 cents, and millet seed, 19 cents.

I. C. C. No. A3964, July 19. Oats from Armstrong, Caddo, Calera, Caney, Colbert, Durant, Ward and Wassetta, Okla., to Vicksburg, Miss. (destined points beyond to which no through rates are in effect), 20 cents.

Supplement 15 to I. C. C. No. A3525, July 20. Between St. Paul, Minneapolis and Minnesota Transfer and Winona, Minn., and Fair Grounds, Shaw-homa, Oklahoma City, Marion, Wright's Place, Newalla, Norton, Crossan, Panova, Shawnee, Okla., wheat and articles taking same rates, 27½ cents; corn and articles taking same rates, 25 cents (A); flax seed and articles taking same rates, 39½ cents.

I. C. C. No. B695, July 24. To Galveston and Texas City, Texas (when for export to all foreign countries), from Clinton, Ralph, Stafford, Butler, McClure, Herring, Strong City, Okla., corn, 22 cents; wheat, 24½ cents; from Devol, Grandfield, Loveland, Hollister, Frederick, Okla., corn, 21½ cents; wheat, 24 cents; from Burt Spur, Hammon Junction, Tipton, Humphreys, Victory, Duke, McQueen, Carter, Hollis, Martha, Okla., and rate points, corn, 22 cents; wheat, 24½ cents; from Moorewood, Leedy, Trail, Vici, Love, Dunlap, Gate, Rosston, May and other Oklahoma points, corn, 22½ cents; wheat, 25½ cents (R).

## Missouri Pacific

I. C. C. No. A2548, July 23. To Texarkana, Ark.-Texas, from Belleville, Ill., wheat, 20 cents; corn, 18 cents; flaxseed, 19 cents; hemp seed, 22 cents; Cape Girardeau, Mo., wheat, 18 cents; corn, 16 cents; flaxseed, 17 cents; hemp seed, 20 cents; Carbondale, Ill., wheat, 20 cents; corn, 18 cents; flax seed, 19 cents; hemp seed, 22 cents; Charleston, Mo., wheat, 18 cents; corn, 16 cents; flax seed, 17 cents; hemp seed, 20 cents; Chester and Coulterville, Ill., wheat, 20 cents; corn, 18 cents; flax seed, 19 cents; hemp seed, 22 cents; Dexter, Mo., wheat, 18 cents; corn, 16 cents; flax seed, 17 cents; hemp seed, 20 cents; DuQuoin, Evansville, Ill., wheat, 20 cents; corn, 18 cents; flax seed, 19 cents; hemp seed, 22 cents; Frederickton, Mo., wheat, 18 cents; corn, 16 cents, flax seed, 17 cents; hemp seed, 20 cents; Freeburg and Galatia, Ill., wheat, 20 cents; corn, 18 cents; flax seed, 19 cents; hemp seed, 22 cents; Gordonville and Jackson, Mo., wheat, 18 cents; corn, 16 cents; flax seed, 17 cents; hemp seed, 20 cents; Paragould, Ark., wheat, 18 cents; corn, 16 cents; flax seed, 17 cents; hemp seed, 20 cents; and numerous other rates applying from Illinois and Missouri points.

Supplement 13 to I. C. C. No. A2086, July 24. Wheat, 12 cents; corn, 11 cents; from Kansas City, Mo., Atchison, Leavenworth, Kan., Independence and St. Joseph, Mo. (originating beyond), to Chicago, Ill.

## Mobile & Ohio

Supplement 2 to I. C. C. No. A518, July 26. Barley, corn, oats and rye in bulk, alfalfa feed, meal and bran and feed (R) animal or poultry, and millstuff to Dekalb, Rushton, Scotts Place and Townsend, Miss., from Cairo, 22 cents; East St. Louis, Ill., 24 cents; Mobile, Ala., 16 cents, and St. Louis, Mo., 24 cents.

## Northern Pacific

Supplement 1 to I. C. C. No. 5540, July 1. From Duluth, Minn., Superior, Superior (East End and Central Ave.), Wis., to Chicago, Ill., Peoria, Ill., Milwaukee, Manitowoc, Wis., grain products, 10 cents; barley, corn, elevator dust, flour refuse, grain screenings, malt, malt sprouts, mill refuse, oats; oat clips, oat hulls, rye speltz and Kaffir corn, 7.5 cents; flax seed, flax seed hulls, flax seed screenings and millet seed, 10 cents; flax seed, shives and refuse, 10 cents; wheat and buckwheat, 10 cents.

## St. Louis & San Francisco

Supplement 23 to I. C. C. No. 6258, July 8. From Janseen and Ellsworth, Kan., to Mobile, Ala., New Orleans, Port Chalmette, La., Galveston and Texas City, Texas (for export) wheat and articles taking same rates, 26 cents; corn, and articles taking same rates, 23 cents.

## Wabash

I. C. C. No. 3647, July 26. Grain products (for export) from Atchison, Kan., Council Bluffs, Iowa, Elwood, Kan., Kansas City, Mo., Kansas City, Leavenworth, Kan., Omaha, Neb., and St. Joseph, Mo. (when for export), to Newport News and Norfolk, Va., buckwheat flour, pearl barley, potato and rye flour, rolled rye and articles taking same rates, 22 cents; alfalfa feed and meal, bran, brewers' grits and meal, dry brewers' refuse, corn meal and articles taking same rates, 21 cents.

## Central Railroad of New Jersey

I. C. C. No. S6795, July 5. Grain and grain products from Brooklyn and New York, N. Y., stations, also Communipaw and Jersey City, N. J., also New York Harbor points within free lighterage limits to Carbondale, Pa., 9 cents (R).

I. C. C. No. S6807, July 26. Brewers' grains, dried and wet, from Brills, Jersey City and Newark, N. J., to Augusta, Baleville, Pelletown, Sussex, N. J., \$1.30 per net ton; to Swartwood Junction, N. J., \$1.30 per net ton (R).

## Delaware, Lackawanna & Western

I. C. C. No. 11097, July 3. Grain and products from New York, Brooklyn, N. Y., New York Lighterage Station, Hoboken City and Jersey City, N. J., to Leonardsville, New Berlin, River Forks, South Edmeston, Sweets and West Edmeston, N. Y., 10 cents (R); feed and flour from Baldwinville and Syracuse, N. Y., to Leonardsville, New Berlin, River Forks, South Edmeston, Sweets and West Edmeston, N. Y., 8 cents.

## Lehigh Valley

I. C. C. No. B9861, July 19. From ex-lake Buffalo, N. Y., to Albany, wheat, 6 cents; rye, 5.5 cents; corn, 5.25 cents; barley, 4.75 cents; oats, 3.25 cents, and flax seed, 5.5 cents; Baltimore, wheat, 6.5 cents; rye, 6 cents; corn, 5.25 cents; barley, 5.25 cents; oats, 3.75 cents; flax seed, 5.5 cents; Boston, wheat, 8 cents; rye, 7.75 cents; corn, 7.5 cents; barley, 5.25 cents; oats, 4 cents; flax seed, 5.5 cents; Philadelphia (except points on Catasauqua & Fogelsville Railroad), wheat, 6.5 cents; rye, 6 cents; corn, 5.25 cents; barley, 5.25 cents; oats, 3.75 cents, and flax seed, 5.5 cents per bushel.

## Philadelphia & Reading

I. C. C. J4686, July 12. Flour (made from grain only) from Trenton, N. J., to New York Harbor points within free lighterage limits, and from Camden, N. J., and Philadelphia, Pa., to Brooklyn, New York, N. Y., Jersey City and Newark, N. J., 7 cents.

## CONTROL OF CORN SMUT

The treatment for corn smut is through the soil rather than through the seed. Seed treatment will not cure smut. The smut spores pass their dormant period in the soil or the manure pile and from these sources attack the growing plant. The corn may be infected at any period of its growth, but usually it does not take place until the plant is two or three feet high, and the infection may attack the plant wherever fresh growing tissue gives sustenance.

A smutted field should never be replanted to corn. One year's rotation with another crop will get rid of much of the smut, but two years is a safer margin as spores cannot live through two winters under ordinary conditions. The smut spores pass through the alimentary canal of cattle unharmed, so that the manure pile is a danger point. The length of life of spores in manure is limited, however, and so old manure is safer than fresh.

Some varieties of corn are more subject to smut than others, and acclimated seeds resist better than alien seeds. In the proper selection of seed, a guard against smut can be made, but the rotation of crops and seasoning of manure before spreading are the surest safeguards.



## GRAIN TRADE PATENTS

Issued on June 9, 1914

Bean-Separating Machine.—Edwin E. Walker, Oakley, Mich. Filed February 21, 1913. No. 1,099,778.

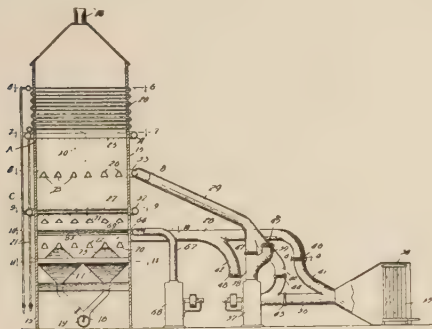
Corn-Shellor.—Eugene Claude, Somonauk, Ill., assignor to Sandwich Manufacturing Company, Sandwich, Ill., a corporation of Illinois. Filed February 9, 1914. No. 1,099,339.

Issued on June 16, 1914

Grain-Car Door.—Cassius A. Snook, Fort Dodge, Iowa. Filed October 2, 1912. No. 1,099,946.

Grain-Drying Apparatus.—Earl H. Reynolds, Chicago, Ill. Filed July 15, 1912. No. 1,100,397. See cut.

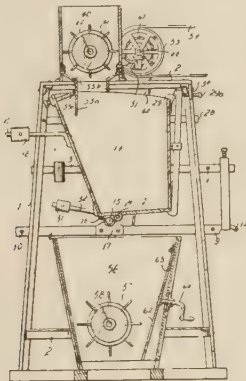
Claim.—In a grain drier, in combination; a columnar grain reservoir having a grain inlet and a grain outlet and adapted to have the grain pass through it in a confined, columnar mass, and having spaced orifices com-



municating with the interior of the reservoir and each adapted to serve either as a gas inlet or outlet, and means, including connections to said orifices, for producing a circulation of gas between the orifices and through the mass of grain in each of two opposite directions, substantially as specified.

Automatic Weighing-Scale.—Edward D. Carter, Dallas, Texas. Filed April 9, 1913. No. 1,100,120. See cut.

Claim.—The combination of a support, a balanced weighing receiver mounted in the support, a feed chute

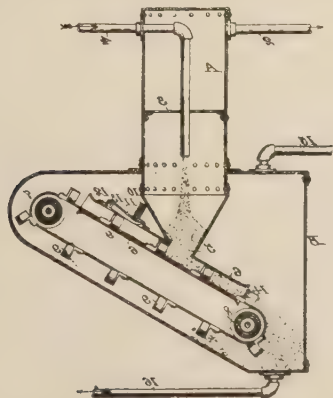


mounted over the receiver, a feed wheel mounted in the chute, a discharge receptacle mounted in the support under the receiver, a discharge wheel mounted in the discharge receptacle, and means for driving the wheels.

Issued on June 23, 1914

Combination Suction Elevator and Loader.—Robert A. Sallee, Middletown, Cal. Filed March 13, 1913. No. 1,100,992. See cut.

Claim.—In a suction elevator and loader, the combination with a suction chamber having for conveying material thereto and having a discharge opening formed in its lower end, of an open-ended cylinder connected midway of its ends with the discharge opening, an end-



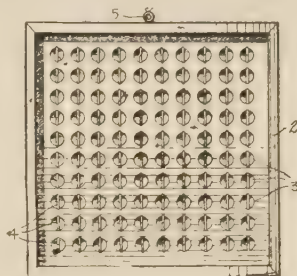
less cable passing through said cylinder, means for supporting and driving said cable, a series of piston members secured to the cable adapted to convey the material collected in the suction chamber to a receiving chamber, a slide valve in the upper end of the cylinder and to prevent admission of air to the suction chamber and a discharge port formed in the cylinder operable in conjunction with said valve, and a lever pivotally mounted

in the cylinder adapted to be actuated by each individual piston member to lift the slide valve.

Issued on June 30, 1914

Seed-Corn Tester.—John C. Klave, Elk Point, S. D. Filed January 16, 1913; renewed May 2, 1914. No. 1,101,856. See cut.

Claim.—In a device of the character described, the combination with a body, a rim formed upon the upper



face of the body at the side edges thereof, said body being provided with a plurality of recesses arranged in transverse and longitudinal rows, and means for dividing said recesses into compartments.

## CROP REPORTS

### THE GOVERNMENT CROP REPORT

The composite condition of all crops of the United States on July 1 was about 1.4 per cent above their ten-year average condition on that date. Last year the July 1 condition of all crops was 1.7 per cent below the ten-year average, but prospects declined as the season advanced, the November, or final, reports last year being 6.7 per cent below the ten-year average. Consequently, present conditions are about 8.7 per cent better than the outturn of crops last year.

The growing condition of the various crops on July 1, expressed in percentage of their ten-year averages (not the normal) on July 1 was as follows:

Winter wheat	117.3
Barley	109.7
Spring wheat	109.1
Kafir corn	107.9
Alfalfa	106.6
Flax	104.3
Hay	98.7
Rice	98.3
Pasture	93.7
Rye	103.8
Broom corn	102.7
Corn	101.3
Oats	101.0
Beans (dry)	100.8
Millet	100.7
Sorghum	93.3
Lima beans	90.9
Timothy hay	88.4
Hemp	87.6
Clover hay	85.1

The following figures indicate general crop conditions on July 1 in each state, 100 representing the ten-year average of all crops reported upon:

Maine	102.3
New Hampshire	105.7
Vermont	90.1
Massachusetts	95.0
Rhode Island	93.3
Connecticut	96.3
New York	99.4
New Jersey	93.6
Pennsylvania	98.3
Delaware	96.2
Maryland	99.8
Virginia	85.8
Missouri	93.5
N. Dakota	110.2
S. Dakota	112.8
Nebraska	115.8
Kansas	117.2
Kentucky	88.2
Tennessee	90.9
Alabama	100.9
Mississippi	98.2
Louisiana	99.8
Texas	96.5
Oklahoma	102.0
West Virginia	87.0
N. Carolina	95.9
S. Carolina	99.5
Georgia	98.0
Florida	93.5
Ohio	99.4
Indiana	97.6
Illinois	96.4
Michigan	106.7
Wisconsin	107.1
Minnesota	104.3
Iowa	110.2
Arkansas	91.5
Montana	102.3
Wyoming	104.5

Colorado	109.8
New Mexico	109.7
Arizona	98.4
Utah	104.6
Nevada	103.1
Idaho	99.7
Washington	102.9
Oregon	104.0
California	110.0
United States	101.4

### Prices

The average price to producers of the United States of important products on July 1 and the average of the past five years on July 1 was as follows:

Crop.	1914.	5-Yr. Av.
Corn	bu., \$ .755	\$ .695
Wheat	bu., .769	.962
Oats	bu., .388	.452
Barley	bu., .475	.653
Rye	bu., .628	.760
Buckwheat	bu., .855	.793
Flax	bu., 1.360	1.708
Hay	ton, 12.01	12.59

### THE VAN DUSEN-HARRINGTON CROP LETTER

The most recent crop letter of the Van Dusen-Harrington Company, Minneapolis, Minn., says: "During the past week weather conditions in the three Northwestern states have been ideal for the satisfactory development of the crop. There have been many persistent rumors of damage by black rust in South Dakota and southern North Dakota. We have made a careful inquiry into this feature of the situation and believe that the following is an accurate statement of conditions as they exist today. We can find no indications of black rust in Minnesota or North Dakota. Black rust is present in a few localities in South Dakota, but exists only on the lower leaves of the plant, the stalks in all cases reported to us being unaffected. If the black rust progresses no farther it will, of course, do no damage to the wheat plant as the lower leaves naturally dry up and fall off and furnish no strength to the plant. Wheat is in the milk in this territory, and after it has passed into the dough our experience warrants the statement that black rust, although fully developed, can do it very little, if any damage. In other words, unless the disease advances rapidly within ten days the wheat in this territory will be out of danger. Should the present weather conditions prevail black rust cannot spread and no anxiety should be felt on that account. The rye harvest is in full swing in southern Minnesota and South Dakota, and barley cutting will begin the last of this week or the first of next. Speaking generally, we believe there is very little cause for alarm on account of black rust and that the three states, taken as a whole, are in fully as satisfactory a condition as they were at the time of our last letter."

### SOME DON'T'S FOR FARMERS THAT WILL BENEFIT THE GRAIN TRADE

A splendid series of "Don'ts" for farmers has recently been circulated by James Robinson, a grain dealer of Potter, Kan. Mr. Robinson's admonitions are as follows:

Don't allow the threshing machines to crack your wheat; it will not grade No. 2, and all markets will dock on cracked wheat.

Don't allow wheat with smut in it to get mixed in your good wheat; it will spoil it all and you may not have a market for smutty wheat.

Don't bin up damp wheat expecting it to dry out in the bin; you had better stack it. The expense is no greater and the wheat will keep better in the stack and command a better price when you offer it for sale.

Don't sow smutty wheat and say that your grain dealer advised you to sow it if you dipped it. Clean your ground of all foliage, get clean seed, and as a safeguard against smut where the locality is infested, dip it in a solution of formaldehyde or blue-stone.

Don't neglect to thoroughly fumigate your bins before you thresh, to rid them of weevil and other destructive insects and see that the presence of weevil does not re-occur during the year; you may have to sell your wheat when the price is low to save it or take a heavy dock on account of grade.

Don't think that because you did so other years you can work off some musty wheat by mixing it in your good wheat; the National Pure Food Law forbids it and you may get caught and your wheat confiscated and a fine imposed upon you.

Don't hold your wheat when you know that it is spoiling in the bin, hoping thereby that the raise in price will offset the damage; some pure food man may come along and forbid you to sell or offer it for sale and forbid dealers to buy it at any price.

Don't think that you can get rid of Hessian flies if you leave crab grass and volunteer wheat on the ground at seeding time; Hessian flies will leave you if you remove all foliage from the ground at least ten days before you sow your wheat.



## IN THE COURTS

[Prepared especially for the "American Grain Trade" by J. L. Rosenberger of the Chicago Bar.]

### DEFINITION AND EFFECT OF AN ACCOUNT STATED

The general rule of a definition of an account, the Supreme Court of Idaho says, in *Davidson Grocery Company vs. Johnson* [133 Pacific Reporter, 929]. Is: An account stated is a document, a writing, which exhibits the state of account between parties and the balance owed one to the other, and when assented to, either expressly or impliedly, it becomes a new contract. An action upon it is not founded upon the original items, but upon the balance agreed to by the parties. But the account, in order to constitute a contract, should appear to be something more than a mere memorandum; it should show upon its face that it was intended to be a final settlement up to date, and this should be expressed with clearness and certainty. Nor is the court aware of any rule of law that an account stated arises against a creditor by the making and delivery, by a wholesale merchant to a retail dealer, who purchases goods from the wholesaler of bills monthly for goods sold and delivered.

The Middleton Grain Company, of Middletown, Ill., was awarded a verdict in its case versus L. E. Martin for money alleged to have been over-paid.

The Reardan Union Grain Company, of Reardan, Wash., was awarded a judgment in its case against J. K. Smith, a grain buyer, involving the sale of 10,000 bushels of wheat to the defendant. According to the evidence, the Public Service Commission

graded the grain higher than the grain inspector and suit was brought to recover the difference in the price.

The Cleveland Grain Company operating at Sheldon, Ill., is made defendant in a case brought by the state of Illinois for the payment of alleged taxes due the state.

Judge J. Otis Humphrey, in the United States District Court at Springfield, Ill., has appointed receivers for the Litchfield Mill & Elevator Company, of Litchfield, Ill., of which C. B. Munday was president.

J. W. Mykrantz has filed a petition against the Goemann Grain Company, of Mansfield, Ohio, for \$15,000 damages, claiming that the plaintiff's property near the company's elevator has been damaged by dust and chemicals from the elevator.

Last month suit was filed at Salt Lake City, Utah, by two stockholders of the Utah-Idaho Elevator Company against that company, the Farmers' Grain & Milling Company operating in Utah and Idaho, the Globe Grain & Milling Company, of California, and others, charging the defendants were conspiring illegally to control the price of wheat and other grains in California, Colorado, Utah, Wyoming, Montana, Idaho, Nebraska and Kansas.

Last month the Government began its case against the Pennsylvania Railroad, and Harvey C. Miller and John F. McLaughlin, officials of the Keystone Elevator & Warehouse Company at Philadelphia, Pa., involving alleged grain rebate discrimination. Nineteen separate counts, purporting to show that L. F. Miller & Sons, grain merchants, kept grain in storage in the Keystone Elevator longer than the allotted "free" period without paying as other firms were required to do, were introduced.

When comparatively free from weeds meeting a ready sale. Arrivals of straw light. Demand showing some improvement. Rye, \$8 to \$9; oats, \$6.50 to \$7; wheat, \$6 to \$7."

### HAY IN SWEDEN

The hay crop of Sweden in 1910 was estimated at 4,232,706 long tons. The figures for 1911 and 1912 are not available but the crop does not vary greatly from year to year. Sweden produces practically enough hay for its own consumption, but owing to the proximity of Denmark, there are some importations from that country. In 1911, Sweden imported, principally from Denmark, 7,600 tons of hay, which was valued, for customs purposes, at \$111,000. In the same year the export of hay was valued at \$7,115. In addition to the hay crop proper, the grazing lands are extensive and a large quantity of straw is also produced.

There are no large hay dealers in Sweden, the greater part of hay being marketed locally. Baled hay is not popular in this country and only finds a market when the other cannot be had. Timothy and red clover are grown on tilled land and occasionally are mixed. Hay from natural meadows, consisting of the ordinary native grasses, is considered inferior, and is used only by the farmers as fodder for cattle. Alfalfa is unknown as a stock feed in Sweden.

### BERMUDA GRASS

Bermuda grass is propagated from the roots instead of seed and spreads like a thick mat of bluegrass, making excellent pastures or beautiful lawns. It has fine stems like bluegrass but its general appearance is more like buffalo grass. It continues green until late in the fall, the plant remaining green near the roots even after a severe frost. It is said to be the most nutritious and palatable pasture grass in the South, rich in protein during the growing season.

It thrives wonderfully if closely pastured and is not injured by over-pasturing unless it is robbed of its natural mulching in climates where this is needed for protection during cold winters. It is frequently planted upon the poorest farm soils and cattle will feed upon the cured grass in the field, which retains its value after a frost. It is stated that if grown on good alfalfa land, Bermuda grass would produce several good cuttings of hay annually. Samples 10 feet in length have been produced and the grass covers the ground in a close, thick growth. It is similar to the strawberry in that it sends out runners from the parent plant, which send roots into the ground about every three inches, where new plants are formed, new runners formed and so on until no space for weeds remains. In planting Bermuda grass, yearling roots should be used for their greater vitality.

### THE ST. LOUIS HAY MARKET

The Martin Mullally Commission Company says under date of July 10: "Receipts of hay during the past week were light, being 166 cars in comparison with 241 the preceding week, and the market ruled stronger on the best grades of all kinds of hay. There is an excellent demand for No. 1 and choice timothy, which were in the minor portion of the offerings.

"The market at present is bare of the best grades of tame hay and we advise prompt shipments. There are still several cars of low grades of timothy and clover mixed on the market unsold, though the movement on poor hay is much freer on account of the scant new timothy and clover mixed arriving and the most of the new tame hay that has arrived so far is of a very good quality and in fairly good condition and is ranging in price from \$13 to \$18.50, according to quality and condition.

"In shipping new hay at this season of the year, it is well to press the bales light and in loading it in the cars, place the bales straight up and down on the ends in order to allow a circulation of air and to help to keep it from heating. Our market here at present is in a good condition for fresh arrivals of new hay as the offerings of old are inadequate to supply the trade.

"Clover hay is in light offerings and demand good for No. 2. The demand for No. 2 and lower grades of clover is extremely light. The best clover is ranging in price from \$15 to \$16 per ton. Prairie hay is scarce and wanted. The market at present is bare of prairie and demand urgent for No. 1 and choice, while the demand for No. 2 and lower grades is very limited. The trade here is unsupplied with good prairie and we advise prompt shipments.

"Alfalfa hay here is moving freely though prices are not ranging quite so high as they have been. The demand is right good particularly so for No. 1 and choice green, which are the minor portion of the offerings. Choice is worth from \$16 to \$16.50, No. 1 from \$14 to \$15.50, No. 2 from \$12 to \$13.50, No. 3 from \$11 to \$12. Straw is in light demand at from \$5 to \$6 per ton.

Owing to a South American shortage Chile is taking grain from the Pacific Northwest.

## HAY, STRAW AND FEED

D. J. Bresee has discontinued his feed business at North Franklin, N. Y.

L. J. Collin has opened a flour, feed and grocery store at St. Boniface, Man.

A new flour and feed store has been opened at DeKalb Junction, N. Y., by Rice & Racey.

F. A. McCartney & Sons have sold their flour and feed store at Canton, N. Y., to A. T. Scott.

The C. D. Williams Hay Company, of Kansas City, has been succeeded by the Wilhelm-Bedwell Hay Company.

The Zink Brothers Hay & Grain Company has been incorporated at Detroit, Mich., with a capital stock of \$15,000.

The flour and feed business of G. H. Clare at Tweed, Ont., has been sold by him to the Deseronto Milling Company.

The M. T. Cox Hay & Grain Company has been organized at Afton, Okla., by M. T. Cox, J. K. Stephens and R. A. Rudd.

E. E. Loomis, representing the estate of V. W. Bush, of Winchester, Ky., has been making arrangements to open a wholesale feed store.

John R. Williams, Jr., has leased a building at Alhambra, Cal., in which he has opened a feed store under the name of the American Feed & Fuel Company.

Frank Bergerson has sold his interest in the firm of F. Bergerson & Son, hay, flour, feed and grocery dealers at Rice Lake, Wis., to his son, Archie, who will continue the business.

The flour and feed firm of Arndt, Thompson & Co., Boston, Mass., has been dissolved. G. B. Thompson will continue in the flour and feed business, having taken offices in the Chamber of Commerce Building, while Mr. Arndt will probably retire.

Toberman, Mackey & Co., of St. Louis, Mo., sum up the following from information received regarding the hay crop from all over the country: "Taking all the states as a whole, it is our opinion that there will be more hay to market this year than last year, and it is also our opinion that hay probably will not rule quite so high this year as last. There is one big change, however, in the conditions, and that is, last year the bulk of the hay all over the country ran clover to a heavy mixed, whereas, this

year there will be a great deal more clear timothy and less of the clover mixed, and it looks like there will be a shortage of clover."

The exportation of grain has been added to the hay and grain commission business of H. C. Jones & Co., at Baltimore, Md. J. Collin Vincent is manager of the new department.

North Brothers have completed the construction of a 1,500-ton hay barn in Centropolis, near Kansas City, Mo., giving them a storage capacity of 200 cars of hay. The house cost approximately \$8,000 and is an iron-clad structure built on a concrete foundation.

Regarding the Milwaukee hay market, the W. J. Armstrong Company says on July 8: "Team tracks are being cleaned up rapidly as receipts have been very light and advices practically nothing. There is more life to the trade than there has been for some time. Buyers are down every morning looking for good stuff and the hay trade is improving owing to the fact that farmers are not coming in with loose hay, which makes the baled hay market very firm. We again caution against shipping red top or grassy mixed hay, marsh feeding or packing at this time, as it is not wanted at any price and it is very hard to effect sales on these grades. New hay will be moving shortly and we advise when shipping same to edge the bales, as this will prevent heating while in transit."

### CHICAGO HAY MARKET

Albert Miller & Co., of Chicago, report July 11: "Arrivals of timothy during the past week have been light. Demand has been good for the better grades but only fair for medium grades, while damage and no grade has been almost unsalable. There is quite an accumulation of such hay on hand yet to move. If this poor stuff was out of the way, the better grades would within a few days show further advance. We therefore advise shipments of the better grades only.

"A few cars of new timothy arriving and mostly out of condition. Even new hay that is in condition not selling readily. Too much old hay on the market. Shippers are advised not to ship new timothy at present. Arrivals of prairie continue light. Few cars of Kansas and Oklahoma arriving, but on account of weedy condition hard to sell.



## FIELD SEEDS

## CLOVER SEED DAMAGED

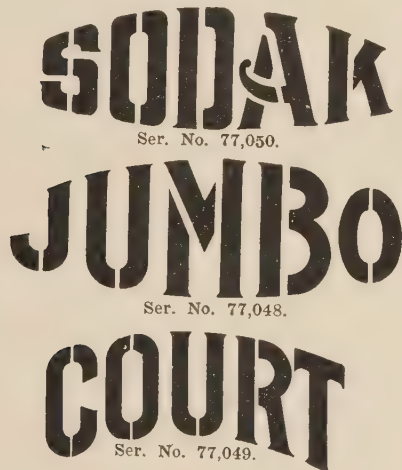
In spite of the large amount of clover seed that was gathered this year, there promises to be a shortage of dependable seed. The quantity is due to the amount of clover that was allowed to go to seed on account of the dry weather; the quality, from the fact that just as the late cutting was ready to be threshed, the wet weather set in, and much of it was held until well along toward Christmas before it was dry enough to thresh. In the meantime much of it had deteriorated to a considerable extent, plump, strong clover having molded and rotted from lying in the fields.

The seed that was gathered from the first cutting is generally of very high quality, so that the spring market is liable to show a great variety in prices. The farmers are becoming too well educated to buy seeds that will not test high, for they have come to know that such stock is dear at any price. The cheap seed is quoted on the Chicago market as low as \$7 per 100 pounds, while the high grade, test guaranteed article brings close to \$15. There seems to be no reason to suppose that the price of good seed will be materially lower than at present.

## SEED TRADE-MARKS

The following illustrated trade-marks for seeds were registered with the Trade-Mark Bureau of the U. S. Patent Office, during the past month:

"Jumbo" red, white, Alsike and alfalfa clover seeds; timothy, redtop, blue, orchard, rye and lawn grass seeds; and millet seed. Courteen Seed Com-



pany, Milwaukee, Wis. Filed March 30, 1914. Serial No. 77,048. Published June 23, 1914. See cut.

"Court" red, white, Alsike, and alfalfa clover seeds; timothy, redtop, blue, orchard, rye and lawn grass seeds, millet seed, and seed corn. Courteen Seed Company, Milwaukee, Wis. Filed March 30, 1914. Serial No. 77,049. Published June 23, 1914. See cut.

"Sodak" yellow-dent seed corn. Courteen Seed Company, Milwaukee, Wis. Filed March 30, 1914. Serial No. 77,050. Published June 23, 1914. See cut.

## A STATE SEED TESTING BUREAU

The New Jersey Pure Seed Law is unique among the many legislative endeavors to improve the quality of seed sold in the various states. It is simple, but will undoubtedly be as effective as any law that has been passed. It merely provides that samples of seed may be collected from dealers for testing, and that free tests will be made on any seeds that are sent in. The results of these tests, including the name of the vendor, are published at least once a year. The public is kept informed of the quality of seeds handled by every dealer in the state. No penalty is imposed for selling impure seeds, but with this knowledge at the disposal of the farmers, they simply will not patronize dealers in impure seeds.

The 1913 publication of the Seed Bureau contains many tests and some educational remarks of great value. It is strictly fair in that it warns buyers that a firm's liability or honesty cannot be judged by the report of any one year. A series of years, however, will show conclusively the kind of stock each dealer is in the habit of handling. In the tables of analysis the percentage of pure seed is given together with that of germination and of

weed seeds and inert matter, and also the number of each kind of weed seeds by count. A series of these reports will be of inestimable benefit.

The Oswego Seed & Grain Company, of Oswego, Kan., has installed an Avery Automatic Scale.

The charter of the Harnden Seed Company at Kansas City, Mo., has been extended from May 19, 1914, to May 19, 1939.

The Spokane Seed Company, of Spokane, Wash., will hold a meeting on August 20 to consider the matter of increasing its capital stock from \$50,000 to \$75,000.

The Milwaukee Seed Company, of Milwaukee, Wis., has been incorporated with a capital stock of \$1,000. The incorporators are Edwin Rosenberg, Della Delisle and Edna Rosenberg.

S. A. Regan, who graduated from the Agronomy Department of the Idaho Agricultural College, Moscow, Idaho, this year, has been appointed State Seed Commissioner, with headquarters at Boise.

A. H. Flanigan and Shirl Herr, who have been employed by the Crabbs-Reynolds-Taylor Company, Crawfordville, Ind., for several years, have resigned their positions to engage in the field seed business.

The Funk Brothers Seed Company, of Bloomington, Ill., has overhauled its elevator at Columbus Grove, and equipped it with a Safety Ball Bearing Manlift, U. S. Grain Cleaner, dumps, spouting and scales, all furnished by the B. S. Constant Manufacturing Company.

The American Seed Trade Association held a three-day convention at Washington, D. C., June 23-25. President C. C. Massey, of Milwaukee, Wis., opened the sessions. Among many interesting addresses was a paper by W. W. Tracey of the Department of Agriculture on the Government's seed work.

The Nungesser-Dickinson Seed Company, of New York City, advises that the president of the New York Produce Exchange has appointed the following members as a committee on seeds for the ensuing year: William Jacot, chairman; Marshall H. Duryea, Ernst Wehnecke, O. W. F. Randolph and Chas. Wimmer.

The Pittman & Harrison Company, seed and grain dealers of Sherman, Texas, recently purchased a building with which to increase its seed handling facilities. The company has remodeled its entire plant and installed a system of underground reservoirs for the care of garden, flower and field seeds that need exceptional care. About \$40,000 is being spent in improvements.

R. B. Coglon, of Boise, secretary of the Seed Growers' Association of Idaho, has issued a list of the premiums to be awarded at the Idaho State Seed Show on December 1-3, 1914. The awards for wheat will be made on the basis of milling and baking tests and a number of attractive prizes are offered for all varieties of spring and winter wheat grown on both dry and irrigated land, while similar prizes will be awarded the best exhibits of oats, barley, rye, corn, timothy, legumes, clover, alfalfa, etc.

Plans are being made at Peoria, Ill., to improve the river frontage with new docks so that the river traffic can be accommodated. Such improvements would include a new elevator. The project will be put up to the city council and then to the Commercial Club.

## Grain and Seeds

## HAY AND GRAIN WANTED

Wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, red dog, potatoes. C. T. HAMILTON, New Castle, Pa.

## WANTED

Energetic, settled traveling salesman, preferably acquainted with Eastern territory, to sell Seeds and Feeds. State age, experience and salary expected. Also give reference. TRAVELING SALESMAN, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

## SEEDS BY THE BUSHEL OR CARLOAD FOR SALE

Grass seeds of all kinds, cleaned and ready to sow. Alfalfa, alsike, red clover, sweet clover, brome grass, cane, millet, rape, speltz, barley, or anything in the seed line. Write for prices or come and inspect the seed. CAMPBELL'S SEED HOUSE, 100 5th St., Seward, Neb.

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

## ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

## N. L. WILLET SEED COMPANY

## FULGHUM OATS

(will supplant in South all other oats); Bur Clover; Crimson Clover; Hairy Vetch; Swedish Vetch.

GET BULLETIN.

Augusta, Georgia

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

## GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis



# OBITUARY

A. G. Humphrey, an elevator manager at Henry, Ill., was killed on June 17 in an automobile accident.

Fred Boudreau, a member of the Illinois State Grain Inspection Department, Chicago, for 35 years, passed away several days ago.

Julius Vogeler, aged 79 years, a member of the St. Louis Merchants' Exchange, and for many years a commission merchant, recently died.

William B. Savacool, aged 80 years, who had been a flour and feed dealer at Perkasié, Pa., for many years, passed away at Doylestown, Pa.

William C. Duff, for many years a prominent grain, hay and feed dealer at Pittsburgh, Pa., passed away last month at his home in Mercer, Pa., aged 75 years.

Henry Hannon, formerly a grain and lumber dealer, died on June 26 at his home in Ivesdale, Ill., aged 85 years. He is survived by three daughters and one son.

Seth C. Foster, well-known to the grain trade of Cincinnati, Ohio, passed away on July 8, at his home in that city. He was the oldest member of the Cincinnati Chamber of Commerce.

The body of Edward Hlavaty, Oak Park, Ill., a grain inspector, was found in a pit at the end of a bridge on June 27, and it is believed that his death resulted from a fall while walking over the bridge.

The death of Oren F. Gaylord, for many years senior member of the grain firm of Gaylord, Downey & Co., Oswego, N. Y., occurred on June 13. Mr. Gaylord had also been president of the Oswego Savings Bank for years. He was 75 years of age.

The death of Oscar F. Noel, pioneer grain man, occurred at his home in Nashville, Tenn., where he built the first grain elevator in that city 50 years ago. He also established the Cumberland Flour Mill at that place but sold the property to give his time to other interests. Mr. Noel was 93 years of age.

Hector C. McNaughton, aged 48 years, superintendent of the Capitol Elevator at Duluth, Minn., suddenly died soon after entering his office on the morning of June 30. Mr. McNaughton was well known among milling and grain men in the upper Great Lakes region, having been connected with the trade for 30 years. He had been connected with the Capitol Elevator for ten years and previous to that

had been employed similarly in Superior. He is survived by two brothers.

Samuel W. Kelly, aged 56 years who had been in charge of an elevator of the Liberty Mills at Nashville, Tenn., for many years, died last month at his home in that city. He was a brother of E. M. Kelly, president of the Liberty Mills, and was considered a grain expert, having been connected with the grain and milling business for 40 years.

Christopher Bailey, a director of the Philadelphia Commercial Exchange in 1897, passed away on June 13. Mr. Bailey was born in Ireland 82 years ago and came to this country in his youth. He was at one time a member of the firm of John T. Bailey, having entered the firm as a clerk when a young man. About 20 years ago he engaged in business on his own account and retired in 1907. He is survived by one son and five daughters.

W. C. Barnard, a member of the firm of Barnard & Bunker, grain merchants at San Francisco, Cal., was drowned while fishing in Gold Lake, Plumas County, Cal., last month. Mr. Barnard was prominently identified with the municipal activities of Oakland, Cal., where he resided, having served as president of the Public Service Club of Alameda County and vice-president of the Public Welfare League of Oakland. He was also closely associated with the religious work of the Congregational church. Mr. Barnard was born in Seattle, Wash., 48 years ago, but had lived the greater part of his life in Oakland. He is survived by his wife, a sister and four children.

The sudden death of Albert Harrington, well known grain and elevator man of Minneapolis, Minn., occurred on July 4 at his home. Mr. Harrington was a member of the Minneapolis Chamber of Commerce and formerly a member of the firm of G. W. Van Dusen & Co. He was born in Homer, N. Y., and went with his parents to Winona, Minn., when a child. He lived in Winona until 1871, and moved to Rochester, Minn., in 1873, at that time having been a representative of the Van Dusen Company. In 1889 he removed to Minneapolis, when he withdrew from the firm. Later he was manager of the "A1" and "A2" Elevators of the Great Northern Railroad Company, but retired from the grain business several years ago. He is survived by his wife, three daughters and one son.

two years ago at a cost of \$5,000, and the insurance on the building and contents was \$3,000.

Lightning started a fire in the seed warehouse of Burke & Taylor at Glenwood, Ark., which destroyed the house, entailing a loss of \$2,000, with no insurance.

The elevator of the Ogilvie Flour Mills Company, Ltd., at Sinclair, Man., burst open recently, allowing about two carloads of wheat to spill on the ground.

A hay barn at Stuttgart, Ark., owned by the Jacob Hord Grain Company, was completely demolished by a wind storm on June 15, resulting in damage of \$1,500.

A large shed in connection with the plant of the Indianapolis Elevator Company at Indianapolis, Ind., was ignited by sparks from a locomotive, resulting in a loss of \$500.

Lichtenberg & Son, of Detroit, Mich., suffered a loss of about \$4,500 when the hay warehouse adjoining their elevators was damaged by fire. The loss was covered by insurance.

The entire plant of the Sayre Mill & Elevator Company at Sayre, Okla., owned by W. G. Phillips, was destroyed by fire last month. The loss was \$30,000, with \$11,500 insurance.

Two elevators of the Reliance Elevator Company at Norwood, Minn., were destroyed by fire on June 26. The flames originated in the older house which was erected about 30 years ago.

The grain warehouse and mill of Robert Gray at Turner, Ore., were destroyed by fire on June 17. The warehouse contained a stock of grain and was formerly owned by Balfour, Guthrie & Co.

A tornado completely wrecked the Bagley Elevator at Webster, S. D., on June 23, while the Farmers' Elevator was damaged to the extent of \$2,000 and the Olson Elevator suffered a loss of \$1,500.

Fire destroyed the grain warehouse at Salem, Ore., operated by R. T. Gray and owned by Thissen & McCalab, on June 17, together with 5,000 bushels of grain, principally oats, entailing a loss of \$20,000.

The National Elevator Company suffered the loss of its house at Langham, Sask., by fire several days ago, the damage amounting to \$5,000 in addition to 400 bushels of grain consumed. The house may be reconstructed.

Two workmen, employed with the night force on the construction of the new Missouri-Pacific Elevator at Kansas City, were killed on June 26, when a scaffold gave away. A third man was seriously injured and may die.

The grain and bean elevator of J. W. Burk at East Alexandria (R. F. D. from Alexandria), N. Y., was destroyed by fire on June 12, together with 2,000 bushels of beans, entailing a loss of \$7,000, partially covered by insurance.

The elevator and roller mill of the Nickel Plate Company at Brookville, Ind., owned by F. A. Wright, were entirely destroyed by fire last month. The loss was estimated at \$15,000 with \$7,000 insurance. The fire was caused by lightning.

George Hounness, chief engineer of the Burlington Elevator at Peoria, Ill., met with a painful accident on June 25, when he caught his hand in some machinery, resulting in the necessity of the amputation of one of his fingers.

The Dominion Elevator at Rosebank, Man., was burned last month, together with considerable grain. The house had a capacity of 25,000 bushels and the property was owned by the Dominion Elevator Company, of Winnipeg, Man.

Fire damaged the Globe Elevator No. 1 at Superior, Wis., to the extent of about \$5,000 on June 24, the blaze evidently caused by an overheated bearing in the basement machinery. Not much damage was done above the basement of the house.

The elevator and mill of the Amboy Milling Company at Amboy, Neb., were completely destroyed by fire on June 28, during a severe electrical storm, entailing a loss of more than \$40,000, with no insurance. The plant was owned by Frisbe Brothers.

During a severe storm, lightning struck the grain warehouse at Leesburg, near Shippensburg, Pa., on June 22, and the resulting fire completely destroyed the building. The house was owned by H. J. Brinkerhoff, whose loss was \$15,000, about \$10,000 representing the loss on the grain.

A storage house of the A. Waller Elevator Company at Henderson, Ky., was damaged by fire to the extent of \$5,000 recently, the flames originating from elevator sparks, it is believed. The building was filled with grain sacks and baled shucks. The loss was covered by insurance.

The 50,000-bushel elevator at Melville, N. D., owned by the Star Elevator Company, of Jamestown, N. D., was completely destroyed by fire recently. The flames originated from a lantern explosion, John W. Huff, the agent, having descended in the wheat pit to make some repairs when his lantern tipped over. He managed to escape, although the elevator was soon in flames. The build-

# FIRES-CASUALTIES

Lightning damaged the elevator of T. A. Johnson & Son at Winfred, S. D., last month.

The warehouse of Albert Miller & Co., at Almond, Wis., was slightly damaged by fire recently.

The house of the Dana Farmers' Elevator Company, Dana, Ill., was damaged by fire on July 6.

J. H. Hardwick's mill and elevator at Beech Grove, Ky., were totally destroyed by fire on July 3.

Lightning damaged the elevator of the John Hokanson Grain Company at Haynes, N. D., on June 14.

Chas. Kuehn's elevator at Fairwater, Wis., has been totally destroyed by fire, with a loss estimated at \$4,000.

An elevator at Osseo, Minn., was struck by lightning last month and burned, the loss amounting to \$10,000.

Lightning struck the elevator of McFarland & Brown at Callaway, Minn., on June 26, resulting in a small loss.

Last month the elevator of the C. H. Chase Lumber Company, at Almont, N. D., was slightly damaged by lightning.

The elevator of the Petersburg Farmers' Elevator Company at Petersburg, N. D., was damaged by lightning recently.

The Turner-Hudnut Elevator at Pekin, Ill., suffered a small fire on June 29, which broke out in its dust room probably from spontaneous combustion.

The elevator at Loveland, Iowa, owned by D. H. Bailey, was recently destroyed by a fire which started in the top of the building. The loss, including damage to other buildings, was approximately \$15,-

000. The elevator contained a quantity of grain and hay.

J. A. McCreery & Son, of Mason City, Ill., suffered a serious loss on July 10, when their elevator was damaged by fire.

Lightning partially destroyed the elevator at Lebanon, S. D., owned by the Eagle Roller Mill Company, on June 14.

The Farmers' Grain Exchange, of Hector, Minn., suffered a small fire loss last month when its elevator was struck by lightning.

S. W. Cissna & Son, of Washington C. H., Ohio, suffered a small fire loss on June 26, when their elevator was struck by lightning.

Fire, thought to have been of incendiary origin, destroyed the flour and feed store of G. H. McDonald at Listowel, Ont., on June 14.

Fire destroyed the hay and grain warehouse of the Moore-Gammon Hardware Company at Marianna, Fla., resulting in a loss of \$10,000.

The elevator of the Ithaca Gleaners & Farmers' Elevator Company at Ithaca, Mich., was slightly damaged by fire last month, lightning striking the house.

The warehouse of the Farmers' Feed & Fuel Company at Broadview, Wash., burned on June 23, with a loss estimated at \$2,500, partially covered by insurance.

On June 29, the elevator of the Monroe Coal & Grain Company at Monroe City, Mo., was destroyed by fire, together with 200 bushels of corn, 500 bushels of wheat, 400 bushels of oats and a quantity of seed and feed. The flames supposedly started from a hot journal. The elevator was built about



ing, erected in 1907, contained no grain and was covered by insurance. It will be replaced by a modern house of similar capacity this summer.

T. L. Burnight's elevator at Akron, Iowa, was destroyed by fire last month, together with about 2,000 bushels of corn, valued at \$1,200 and fully insured. The loss on the building was about \$4,500 with \$3,000 insurance. Mr. Burnight built the house in 1890 and expects to replace it with a new elevator.

The elevator of the B. A. Lockwood Grain Company at Sherman, Iowa, was struck by lightning and totally destroyed by fire. The building had a capacity of 30,000 bushels but at the time of its destruction contained but 500 bushels of oats and 1,000 bushels of corn. A freight car, loaded with corn, was also consumed.

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# For Sale

[Copy for notices under this head should reach us by  
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## ELEVATORS AND MILLS

### FOR SALE

Owing to the death of our Mr. J. H. Kinsey, our  
line of elevators is for sale. Elevators and ware-  
houses situated on C. St. P. M. & O. Ry., at Rob-  
erts, Hammond, Baldwin, Rusk and Menomonie.  
For further particulars, address WISCONSIN  
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### FOR SALE.

A 20,000-bushel capacity modern elevator with all  
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located near water, new dock 146 feet and switch  
track to hold six cars at a time. Reason for selling,  
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A 30,000 bushels' capacity elevator on I. C., on  
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yard within eight miles. Owner wants to retire  
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Situated on C. St. P. M. & O. R. R., between  
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8 bins, also work room in basement. One Fair-  
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A 35-horsepower Foos Gas Engine, slightly used.  
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# Miscellaneous Notices

[Copy for notices under this head should reach us by  
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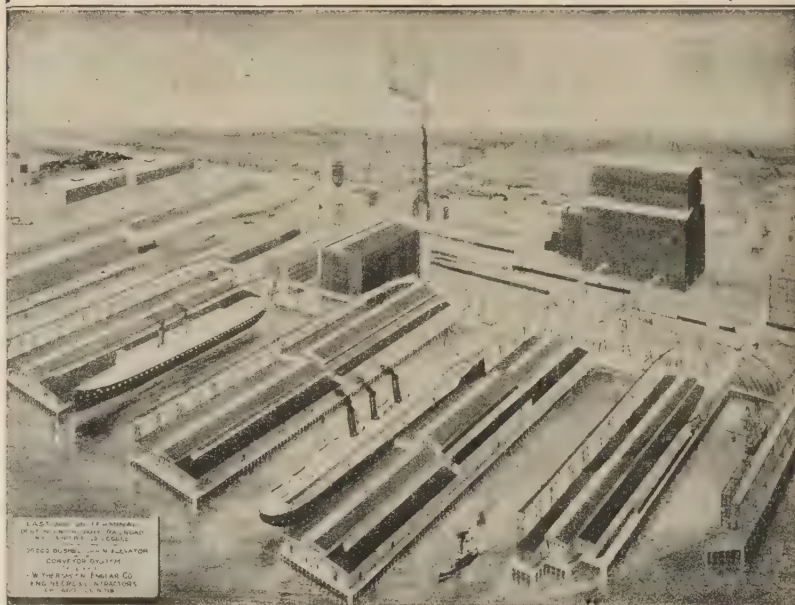
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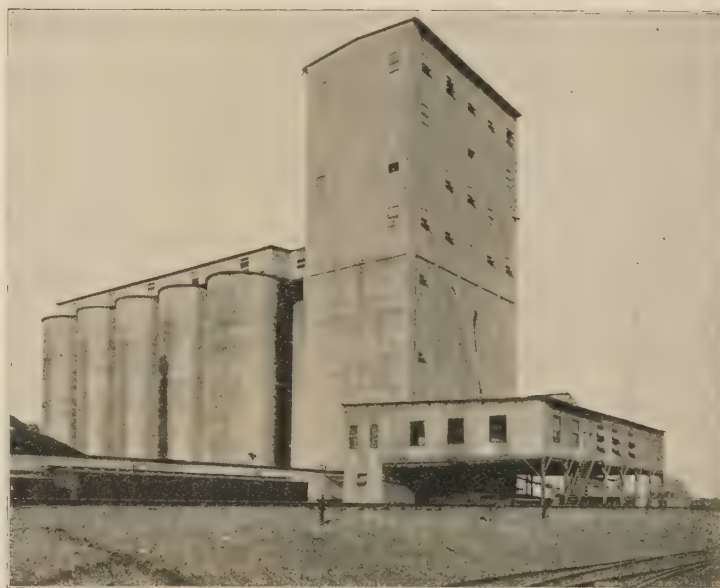
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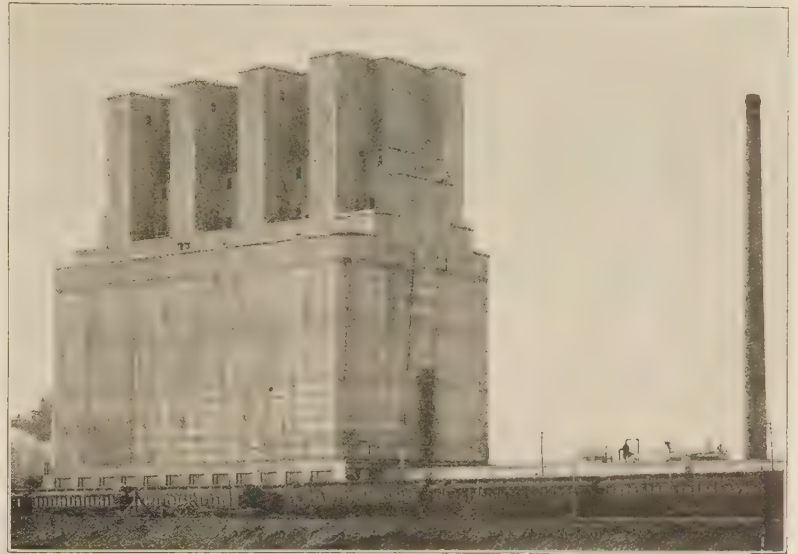


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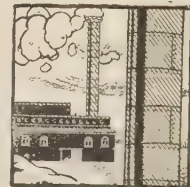
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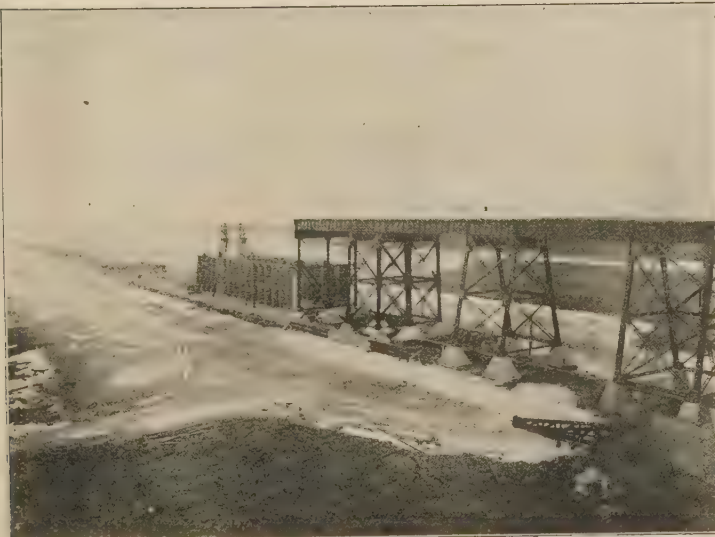
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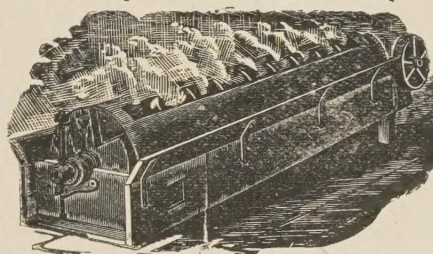
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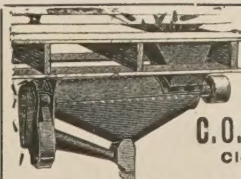
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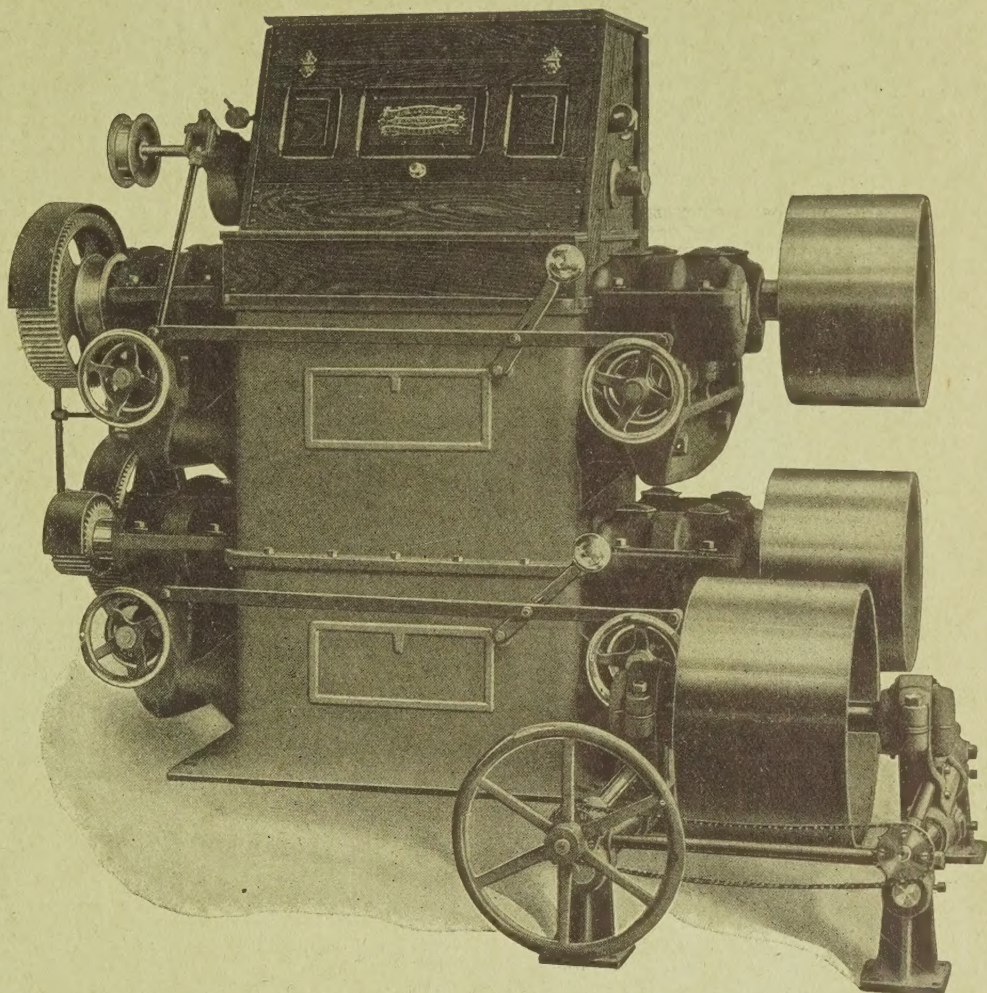
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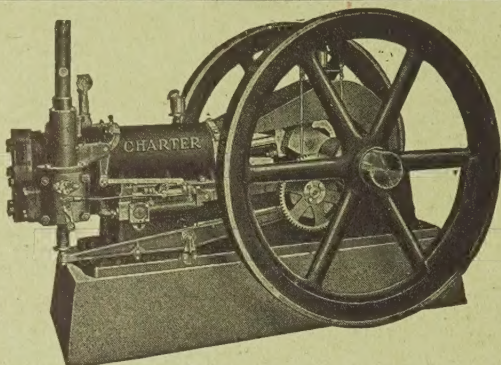
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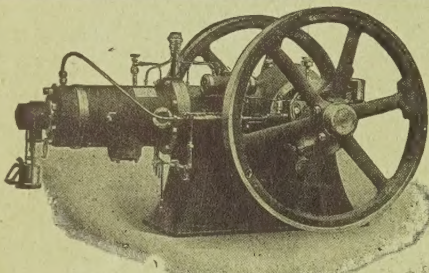
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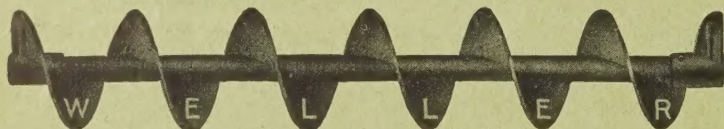
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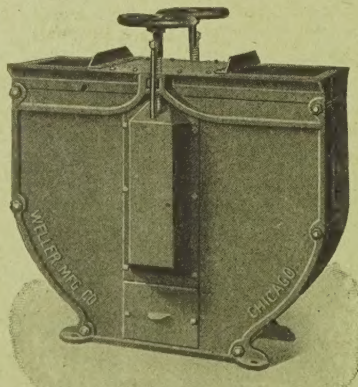
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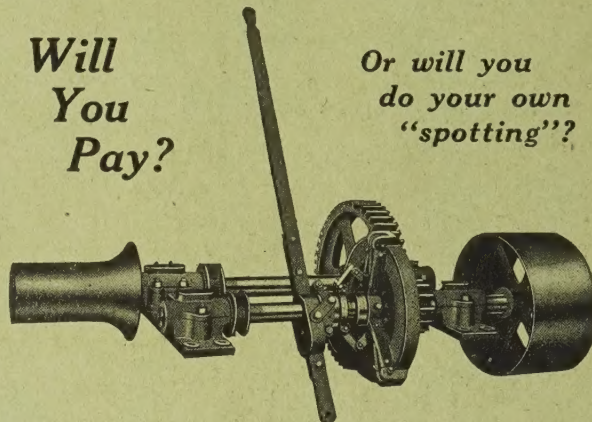
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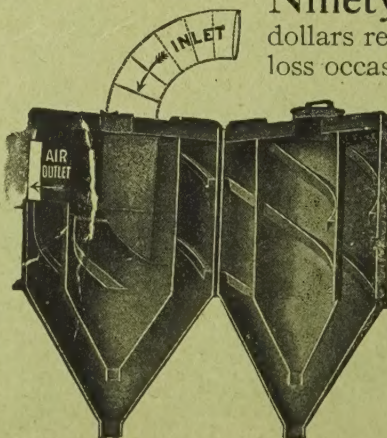
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